

85-

Why Do Some Packers Lose Buying Hogs on Order? See p. 17

Vol. 75

No. 2

# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

Copyright, 1926, by The National Provisioner, Inc.  
Title Registered in U. S. Patent Office.

JULY 10, 1926

If It's

**Rohe** "Regal"

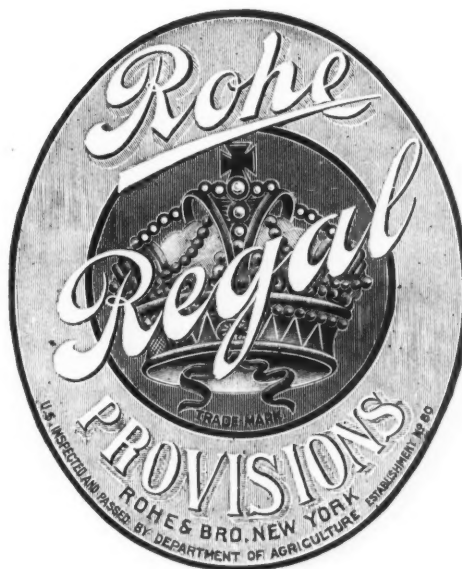
LIBRARY  
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JUL 12 1926

U. S. Department of Agriculture

The Quality Is Unexcelled

Sausage  
H a m s  
Bacon  
and  
L a r d



ROHE & BROTHER

527-543 West 36th Street

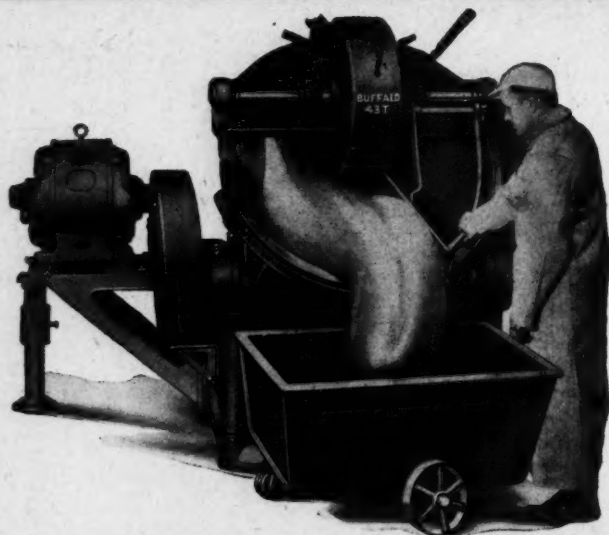
Established 1857

New York City

Export Office: 344 Produce Exchange

Suggestions on Making Up Your Own Curing Pickle

Given on  
page 22



# "BUFFALO" SAUSAGE MACHINERY for Quality Sausage

## "BUFFALO" Self Emptying Silent Cutter

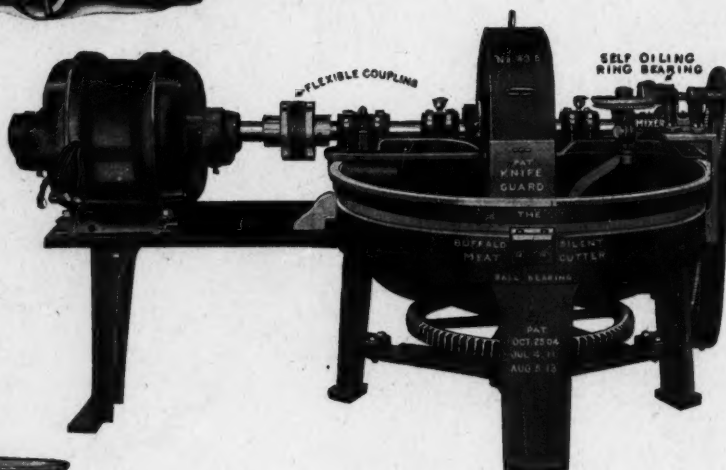
Saves times and labor and increases production.

Empties bowl in 15 to 20 seconds without touching the meat.

Passed by all Government Inspectors.

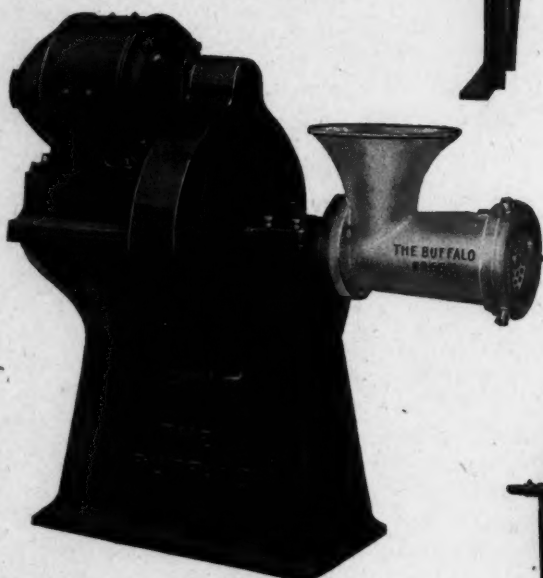
Will cut and empty a batch in 4½ minutes.

*Write for list of satisfied users*



## No. 43-B "BUFFALO" Silent Cutter Packers' Favorite

Employs only correct Cutting Principle. Cuts the meat fine and uniform, producing quality sausage meat free from lumps and cords.



## Model No. 66-B "BUFFALO" Grinder

Equipped with Silent Chain Drive.  
Saves 50% in time, labor and power. Increases Production 100%.

*Write for large list of users*

## JOHN E. SMITH'S SONS CO.

50 Broadway,  
Buffalo, N. Y.

4201 S. Halsted St.,  
Chicago, Ill.

Douglas Wharf,  
Putney, London



"BUFFALO" Mixer with Center Tilting Hopper. Strong, sturdy, dependable—Made in six sizes with and without motor.

*"Can you give me a loaf  
Cheese that I can use  
satisfactorily in  
cooked dishes?"*



Your answer to that frequent question is

## "Lakeshire Loaf Cheese"

**Y**OU'VE met that question, haven't you? — and the objection that most loaf cheese becomes stringy, lumpy or leathery when used for cooking?

Women are discovering the exceptional cooking qualities of Lakeshire Loaf — and retailers are learning that this is the biggest single factor in building up their loaf cheese sales and profits — with LAKESHIRE.

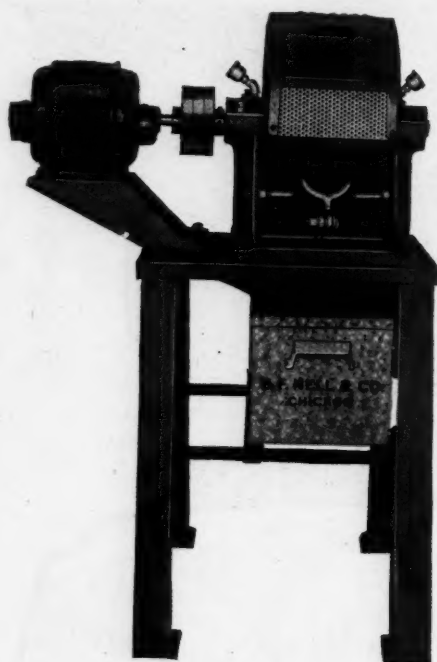
For LAKESHIRE will meet the cooking requirements of your customers — 100%. It melts down so smoothly into the other ingredients of the dish that you hardly know it's there, except for the fine, rich LAKESHIRE flavor.

That idea will *sell* for you, as you've never sold cheese before. Get an initial stock of LAKESHIRE and try out the cooking suggestion to your trade. The results will please you.

**The Lakeshire Cheese Co.** Plymouth Wisconsin  
 Formerly **The Brookshire Cheese Co.** 174 Duane St.,  
 New York City

Distributed by A. H. Barber & Co., Chicago, Ill. J. H. Wheeler Co., Plymouth, Wis.  
 A. D. DeLand Co., Sheboygan, Wis. Winnebago Cheese Co., Fond du Lac, Wis.





## Ethmoid and Turbinated Bone Remover No. 41

Direct Motor Drive

The most compact and durable machine on the market for this purpose. The wheel is equipped with  $\frac{3}{16}$ -inch round nose knives of tool steel. The frame of heavy cast iron, is connected to motor with flexible shaft coupling.

Also made for belt drive.

Capacity 500 to 600 hogs per hour.

Floor space 2x4 feet.

H. P. required, 2.

Weight, 750 lbs.

### B. F. NELL & COMPANY

620 W. Pershing Road

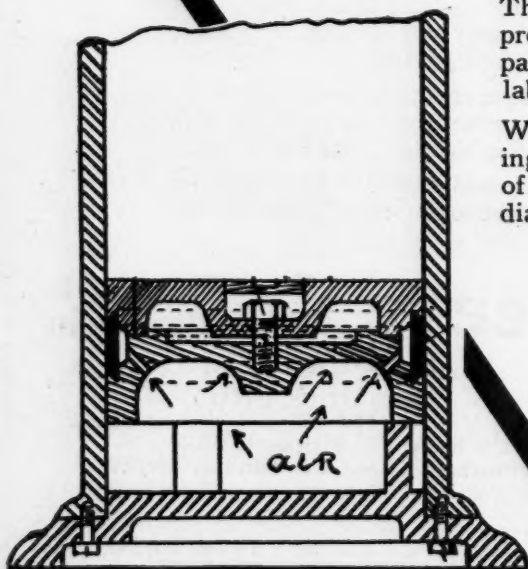
Chicago, Ill.

*Manufacturers of Equipment and Supplies for the Meat Industry*

## Don't buy a New Stuffer!

If you are discouraged about troubles with leaky pistons, equip them with the

### H. S. Superior Piston



The guaranteed leak-proof, fool-proof Stuffer piston which will pay for itself by the saving of labor in stuffing.

Write us for some interesting facts giving the make of Stuffer and inside diameter now used.

### Van Hooydonk & Schrauder

P. O. Box 67

MONROE, MICH.



# We Lead Again with Another New Type "Boss" Sausage Machine

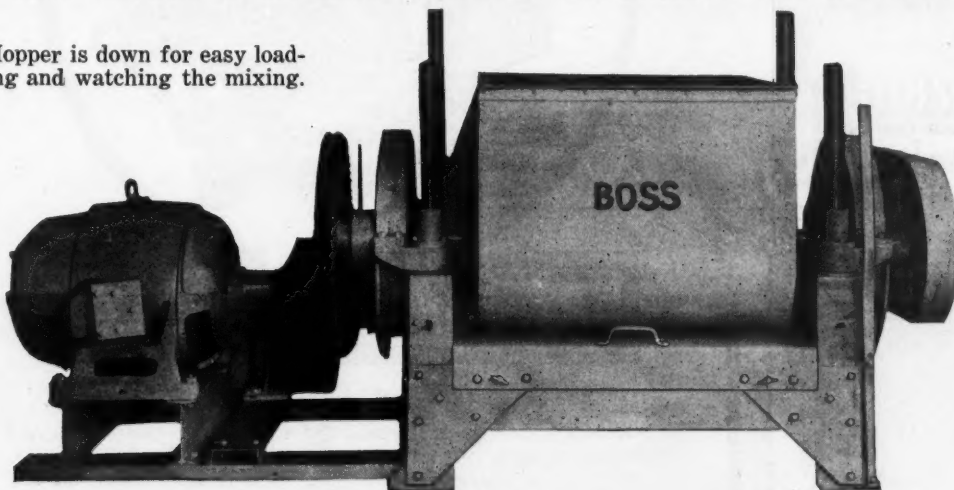
## OUR "BOSS" HOPPER ELEVATING DUMP MIXER

(Patent Pending)

is an addition to our new "BOSS" Grinders with Steel parts, new "BOSS" Cutters with Unloader, new 2-way "BOSS" Dumping Mixers, new "BOSS" Swinging Lid Stuffers.

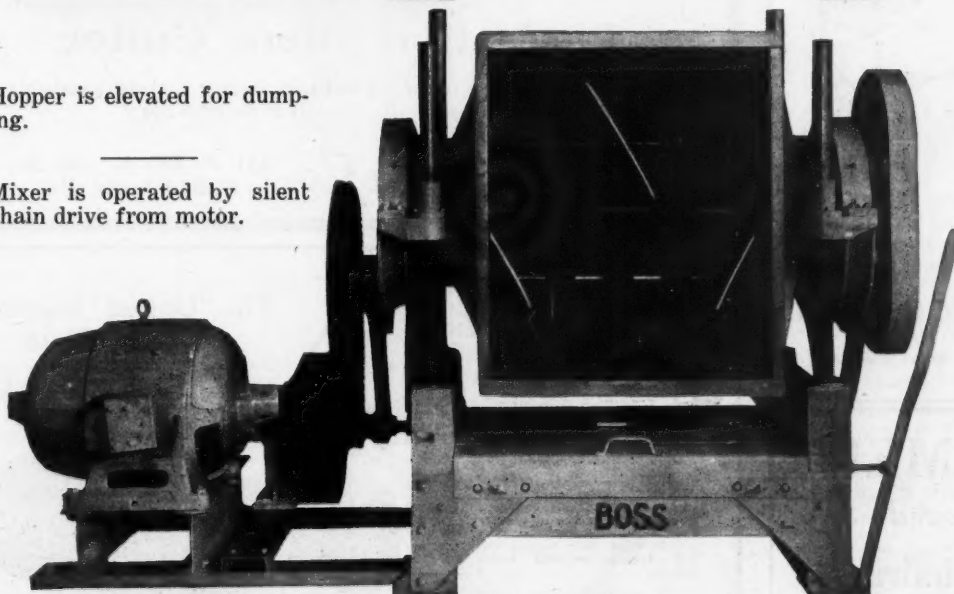
The E. Kahn's Sons Co., Cincinnati, who suggested this construction and for whom we built this new type Mixer, are highly pleased with its thorough, correct principle of mixing and especially its New Hopper Elevating Feature.

Hopper is down for easy loading and watching the mixing.



Hopper is elevated for dumping.

Mixer is operated by silent chain drive from motor.



USE  
THE  
BOSS  
AND  
SAVE  
THE  
LOSS

**THE CINCINNATI BUTCHERS' SUPPLY CO.**

CHICAGO BRANCH  
3907-11 S. Halsted St.

Killing  
Outfits

Manufacturers  
"BOSS" Machines

Sausage & Rendering  
Outfits

Factory and Main Office: 1972-2008  
Central Ave., CINCINNATI, OHIO

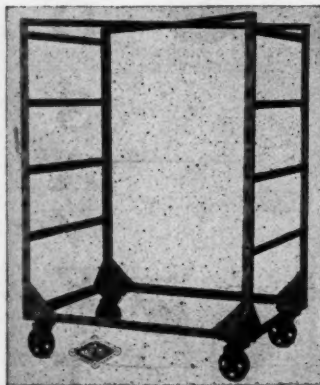


**SAFEGUARD** your name. Assure the purchaser that it is your sausage meat, your quality. Use this snow-white paper package with your name and brand prominently displayed in one or more colors. If you desire we will suggest a real merchandising package for you—one that will increase your sales. Simply say that you are interested.

**Mono Service Co.**  
NEWARK NEW JERSEY

**KLEEN KUP**

The Package That  
Sells Its Contents



SAUSAGE OR BOLOGNA TRUCK NO. 31

Made of angle steel frame through-out; finished black or galvanized.

Length	Width	Height	Weight
42"	39"	66"	150 lbs.

**MARKET FORGE CO.**  
EVERETT, MASS.

Making Trucks and Racks Since 1897

Write for our catalog

**KRAMER**

*Improved*

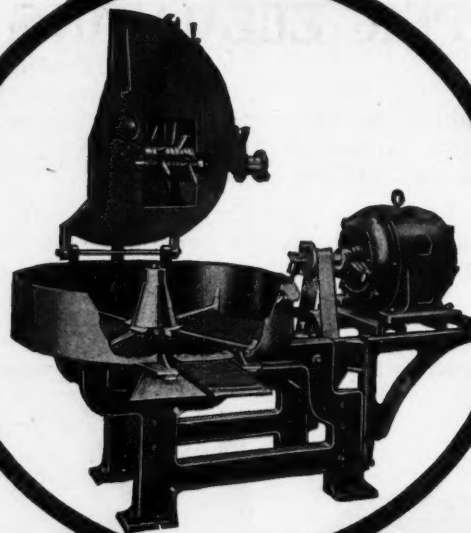
**Hog Dehairing  
Machines**

**L. A. KRAMER CO.,**  
111 W. Jackson Blvd., Chicago

## Yes—It's Really Self-Discharging

*To discharge meats automatically and quickly from a Silent Cutter has been a problem. It has been completely solved in the*

## Perfection Silent Cutter



### The Perfection Silent Cutter

It's extreme simplicity—just open the sliding gate and the meat discharges into a truck underneath.

No—there are no cumbersome gears, levers, or other mechanical appliances to manipulate. It's the simplest method—the best one.

But besides this simple method of operation and control, the new

### Perfection Silent Cutter

**Does not heat the meat—Produces better tasting products**  
*It's simple—It costs less to operate*

**R. T. Randall & Co.** 331 & 333 N. 2nd St.,  
Philadelphia, Pa.



Mold furnished with or without letters.

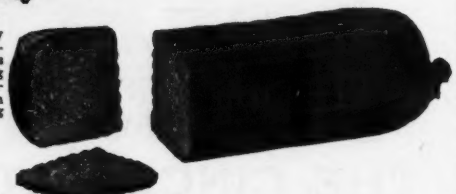
Mold is electrically welded at every intersection of wire. Construction is superior to any other on market. Ingenious clasp eliminates use of pin for fastening mold closed. Not necessary to tie sausage to mold. Bars welded across bottom hold sausage securely during smoking process.

*If your jobber cannot supply you write us direct.*

**United Steel & Wire Co.**  
Battle Creek, Mich.  
Atchison, Kans.

### The "United" Improved Sausage Mold

Identify your product by using the improved patented clasp lettering mold. Branded products always sell best. "United" lettered molds are practical, inexpensive and effective.

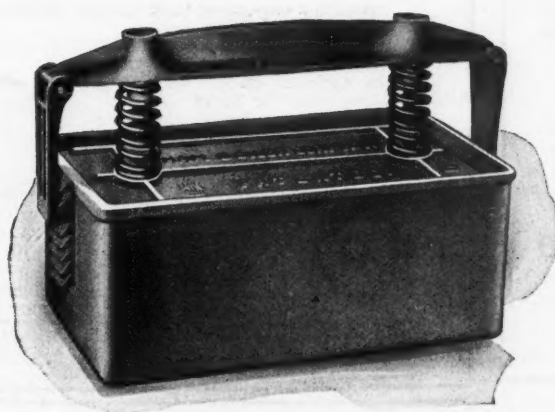


The "UNITED" produces uniform size sausage. Increased sales and profits are results from branded meat put up in this form.

# A Good Investment

An outlay for Adelman Ham Boilers is not an expense but an investment. The saving in shrinkage and superior product with resultant increased sales proves this.

Leading packers and provisioners continue to equip with them exclusively. There must be a reason.



Made in oval and square shapes

## Ham Boiler Corporation

1762 Westchester Ave.

New York City

Factory: Port Chester, N. Y.



## LAYNE GRAVEL WALL WELLS

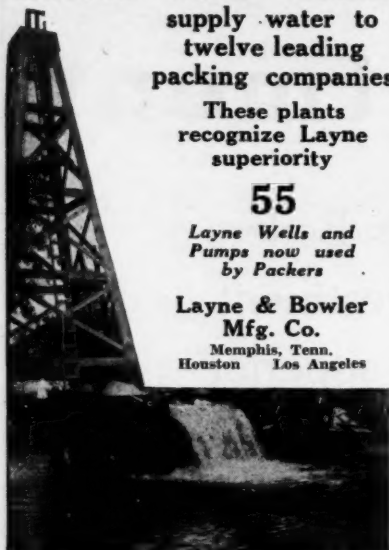
supply water to  
twelve leading  
packing companies

These plants  
recognize Layne  
superiority

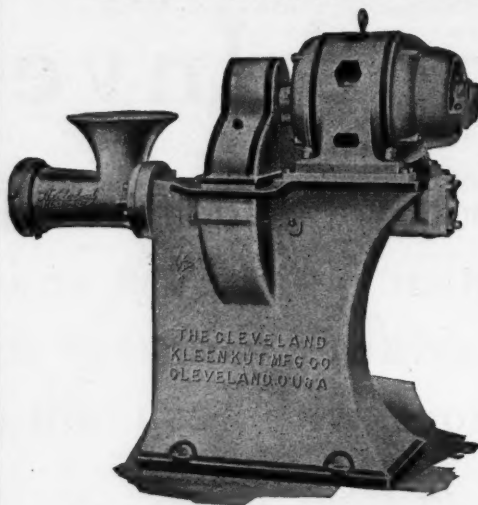
**55**

Layne Wells and  
Pumps now used  
by Packers

Layne & Bowler  
Mfg. Co.  
Memphis, Tenn.  
Houston Los Angeles



## The meat chopper that does more and better work and lasts a lifetime



The New No. 7E-Type-K Cleveland KLEEN-KUT Meat Chopper will truly chop twice as much meat as the average chopper. And too, its great power and ability to cut large pieces through a 1/2-in. hole plate is further evidence of the advantages obtained in its installation.

There are no bearing troubles possible with this machine, as the large roller bearing is in the rear, far away from the harmful meat juices and particles.

A Profit Maker and a Profit Saver is this quiet running chopper equipped with the famous Cleveland KLEEN-KUT flat sided plates.

The Cleveland  
Kleen-Kut  
Manufacturing Co.  
Cleveland, Ohio

## Write us for informa- tion and prices on

H. & H. Electric Ham Marking Saw  
H. & H. Electric Pork Scribing Saw  
H. & H. Electric Beef Scribing Saw  
H. & H. Electric Fat Back Splitter

Calvert Bacon Skinner

United Improved Sausage Molds

Monel Metal Meat Loaf Pans

Adelmann Ham Boiler

Jelly Tongue Pan

Maple Skewers

Knitted Bags

## Best & Donovan

332 South Michigan Blvd.  
Chicago, Ill.

## A Fast Non-Stop Branding Torch The Everhot 1500-A

Packing plants need a branding torch that will operate without frequent stops for reheating. The Everhot 1500-A is just such a torch.

The fuel, gasoline, is contained in a one-gallon tank hung on a wide strap over the operator's shoulder, hung on a nail or laid on the table or floor. One filling lasts for hours. A steady flame keeps the iron at an even branding heat. The entire outfit weighs but a few pounds—very portable.

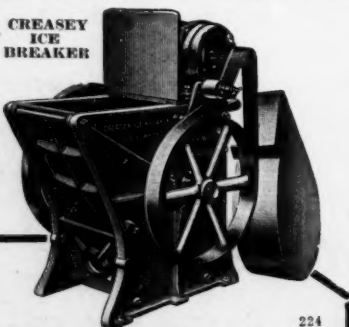
Full details on these packers' outfits gladly sent on request.



Everhot No. 1500-A is designed especially for packers.

**EVERHOT**  
America's Brand Makers  
**EVERHOT**  
MANUFACTURING CO. MAYWOOD, ILLINOIS

CREASEY  
ICE  
BREAKER



224  
PROPER ICING preserves the meat, makes it go further, keeps it clean from dirt and splinters, and increases the output of the cutter. The Creasey Ice Breaker can be conveniently located because of self-contained motor drive. Quick shipment from stock.

COCHRANE CORPORATION  
3139 N. 17th St., Philadelphia, Pa.

## BEEF, HAM and SHEEP BAGS

We Manufacture all kinds of Stockinette  
Cloth and Bags for Covering Meat  
WRITE US FOR INFORMATION AND PRICES

Wynantskill Mfg. Company  
TROY, N. Y.

Fred K. Higbie Supply Co., Rep., 360 N. Michigan Ave., Chicago, Ill.

## Thomson & Taylor Company

Recleaned Whole and Ground  
Spices for Meat Packers  
CHICAGO, ILLINOIS

## *Announcing the Consolidation of* **UNITED STATES CANS** *and BRECHT CANS*

CONSOLIDATION of the Can Division of The Brecht Company with The United States Can Company, under the name of the latter, became effective on June 1, 1926. The entire Brecht Can organization—personnel, methods and equipment—enters the new relation unchanged.

This manufacturing development at once makes available, to buyers of pails and cans, the combined resources of two leaders in the industry. Enlarged facilities, strategic locations, improved delivery, personal interest in your problem—these new advantages are added to all pre-existing features of can quality and design.

Before placing your next order or contract, we suggest that you investigate United States Containers.

Now is a good time to do it—send today for prices.

**THE UNITED STATES CAN COMPANY**  
Successor to the *Can Division of*  
**THE BRECHT COMPANY**  
**ST. LOUIS**

*Office and Factory — National Stock Yards, Ill.*

*Factories at — St. Louis • Cincinnati • Chicago • Baltimore • Roanoke • Buchanan, Va.*

*Warehouses at — Little Rock • Springfield, Mo.*

K 405

# **UNITED STATES**

## **PAILS & CANS**

*Lithographed, Printed and Plain*

## Chop more at less cost with "Enterprise" No. 156

An efficient belt-driven chopper with a capacity per hour of 2,000 lbs. Equipped with extra heavy pulleys, 20x3¼", running 300 r.p.m. with 5 to 7 h.p.

No gears. Pulleys are placed directly on socket shaft.

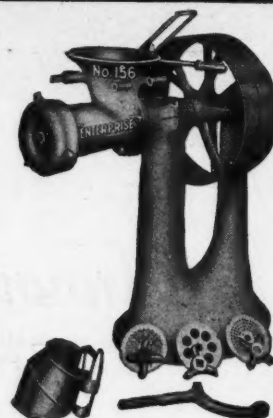
"Enterprise" No. 156 runs smoothly and silently. It will save time and labor for you. It will produce more cut meat than a corresponding size of geared

chopper.

Distance from ring to floor is 26½ in. Carriers can be run under chopper.

Four sets of the famous "Enterprise" knives and plates furnished with each chopper (including knife and plate for fat).

Ask for chopper catalog. There's a size and style for every need, hand, steam, or electric, in the "Enterprise" line.



**THE ENTERPRISE MFG. CO., OF PA.,**  
**Philadelphia, U. S. A.**

No. 3



A commercial product of highest quality.  
Manufactured especially for the refrigeration trade.

Booklet on Alkalinity—Ammonia Leaks  
—Corrosion and Complete Refrigeration Table on request.

Stocks in principal Commercial Centers

**THE DOW CHEMICAL COMPANY**  
*Midland Michigan*  
NEW YORK      SAINT LOUIS



### No. 104 Curing Pan Truck

Pan size  
30"x40"x6"  
deep.

Made of No. 12  
steel, welded  
seams.  
Galvanized.  
Malleable  
Wheels.

Length 48"  
Width 36"  
Height 50"

**The Globe  
Company**

824 W. 36th St.,  
Chicago

### Standard 1500-lb. Ham Curing Casks



Write for Prices and Delivery

**Bott Bros. Mfg. Co.**      WARSAW,  
ILLINOIS

For Complete Satisfaction Use the

# "DICK'S"

Steels, Cleavers, Knives, etc.

**ALBERT JORDAN CO.**

20-26 West 22nd Street  
NEW YORK

Sole agents in the United States and Canada for

**PAUL F. DICK, Esslingen a. N., Germany**



# Sheep Casings

**Strictly  
Selected**

**Carefully  
Graded**

**South American  
New Zealand  
Australian  
Mongolian  
Russian**

*Cleaning plants located in all principal  
killing centers of the World*

ESTABLISHED 1853

**THE BRECHT COMPANY**

NEW YORK

HAMBURG

BUENOS AIRES

ST. LOUIS

**MANUFACTURERS**Poultry Feeds  
Tallow and Oils**BUYERS OF**  
Beef Crackling  
Calf Skins**CONSOLIDATED BY-PRODUCT CO.**

West Philadelphia Stock Yards

30th and Race Streets

Philadelphia, Pa.

**MANUFACTURERS**Beef, Sheep and Hog Casings  
all Descriptions

Beef Wonnads a Specialty

**IMPORTERS OF**High Grade Hog and Sheep  
Casings

SHEEP

HOG

BEEF

CASINGS

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NEW YORK**NEW YORK BUTCHERS' SUPPLY CO., Inc.  
SAUSAGE CASINGS AND  
SUPPLIES**

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PHONE GRAMERCY 3445

**Schweisheimer & Fellerman  
IMPORTERS and EXPORTERS OF  
Sausage Casings**Selected Hog and Sheep Casings a Specialty  
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**THE AMERICAN CASING CO.**

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LOS ANGELES, CALIFORNIA

Sausage Casings

**Hammett & Matanle  
CASING IMPORTERS**23 & 24 ST. JOHN'S LANE  
London, E.C.1.

Correspondence Invited

**The Irish Casing Co.**

Manufacturers, exporters, importers

**SAUSAGE CASINGS**

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Sheep Casings a Specialty

**W A N T E D  
TANKAGE—All Grades****GEO. H. JACKLE**

40 Rector St.

New York

**BECHSTEIN & CO., Inc.****SAUSAGE CASINGS**

CHICAGO: 723 West Lake Street

LONDON: 5 St. Johns St., Smithfield, E. C.

NEW YORK: 50 WATER STREET

Telephone Whitehall 9328

**OPPENHEIMER CASING CO.**New York  
London  
Hamburg  
SydneyImporters and Exporters of  
**SAUSAGE CASINGS**

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Wellington  
Buenos Aires  
Tientsin**M. BRAND & SONS****SAUSAGE CASINGS**

FIRST AVE. AND 49th ST.

NEW YORK

**S. OPPENHEIMER & CO.****Sausage Casings**Chicago, 2700 Wabash Ave.  
Hamburg 8—LuisenhopfLondon, 47 St. John St., Smithfield  
73 Boulcott St., Wellington

96-100 Pearl St., New York

**SAYER & COMPANY, Inc.**

Peoria and Fulton Sts., Formerly Wolf, Sayer &amp; Heller, Inc. CHICAGO, ILL.

**Sausage Casings and Sausage Room Supplies**

New York London Hamburg Montreal Sydney Christ Church, N. Z.

**EARLY & MOOR, Inc.**Importers  
Exporters**SAUSAGE CASINGS**139 Blackstone St.  
Boston Mass.*"The Skins You Love to Stuff"***M. ETTLINGER & CO., Inc.**Importers, Exporters and Cleaners of Sausage Casings. A large  
stock of all kinds of casings constantly on hand

Established 1903

12 COENTIES SLIP, NEW YORK

**THE INDEPENDENT CASING & SUPPLY COMPANY**

1335-1347 West 47th St., Chicago

Hammerbrookstr 63/67 2, Hamburg

**SAUSAGE CASINGS**

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EXPORTERS

**Massachusetts Importing Company**

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HIGH GRADE SAUSAGE CASINGS

Exporters

*Direct Importers of Russian, Persian, Chinese Sheep*

78-80 North Street

*and Hog Casings*

BOSTON, MASS. U. S. A.

**"NIAGARA BRAND"** Genuine Double Refined Saltpetre (Nitrate of Potash)  
and Double Refined Nitrate of Soda**MANUFACTURED BY**  
Established 1840

Also Refined Nitrite of Soda. All Complying with Requirements of the B.A.I.

**BATTELLE & RENWICK**80 MAIDEN LANE  
NEW YORK



**Like Old Wine  
and Good Friends**

Hauser-Stander standard curing hogsheads improve with old age—and we never knew them to wear out. They are lifetime investments.

**Hauser-Stander Tank Company**  
Spring Grove and Ammen St.  
Cincinnati Ohio

**THE**  
**CASING HOUSE**  
**BERTH. LEVI & Co., Inc.**

ESTABLISHED 1882

NEW YORK  
BUENOS AIRES

CHICAGO  
HAMBURG

LONDON  
WELLINGTON

**Patent Casing Company**

617-23 W. 24th Place, Chicago, Ill.

**The Pioneer of Sewed Casings**

*Our Specialties:*

**Sewed Beef Casings**

**Sewed Hog Bungs**

**Sewed Bladders**

***Manufactured Under Sol May Methods***



# REX-BRAND

Complies with  
B. A. I. Requirements

*The King of Nitrates*

Write for Prices  
Immediate Deliveries

## Double Refined Nitrate of Soda

### Prompt Shipment

STAUFFER CHEMICAL CO.  
CHAUNCEY, NEW YORK

SAN FRANCISCO SALT REFINERY  
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CHICAGO OFFICE: 111 W. WASHINGTON ST.



CASINGS PRODUCE CO., Inc.  
80½ Pearl St. New York City

Tel: Whitehall 7916-7917-7918

Cleaners and Importers Sheep  
and Hog Casings

E. E. SCHWITZKE, Pres.

**HY-GLOSS**  
MARGARINE CARTONS

### Protect the Product

HY-GLOSS Paraffined Cartons are unexcelled; are used by the leading Oleo Manufacturers of the country. They attract the attention of the discriminating buyer.

National  
Carton Company  
Joliet, Ill.

When You Write  
The Advertiser  
Mention  
THE NATIONAL PROVISIONER

## Sausage Casings

# HARRY LEVI & COMPANY

843 WEST LAKE STREET

Importers and Exporters

CHICAGO

## THE DRODEL CO., Inc.

Import **Sausage Casings** Export  
336 Johnson Ave. Brooklyn, N. Y.

## J. H. BERG CASING CO.

Importers

Sausage Casings

Exporters

946 W. 33rd St.

Chicago, Ill.

F. M. Ward

J. Schnell

### Sewed Casings Exclusively

National Specialty Co.

61 E. 32nd St.

Chicago, Ill.

## The Stockinet Smoking Process

U. S. Letters Patent No. 1,152,715



Saves

Labor

Trimming

Shrinkage



Smoke Your Meats in Stockinets and Get Uniformity, Sanitation,  
SQUARE Butts and Appearance

To get large sales, your Mr. Quality should have the assistance  
of Mr. Stockinet appearance

Numerous Packers Throughout the Country Are

Why Not You?

For Further Particulars Write or Phone

Thomas F. Keeley, Licensor

516 East 28th Street, Chicago, Ill.

Telephone Calumet 0349

Cudahy's Selected Sausage Casings  
Hog · Beef · Sheep

CAREFULLY  
CLEANED

UNIFORMLY  
SELECTED

The Cudahy Packing Co., U.S.A. 111 W. Monroe St., Chicago.

## Mickey Townsend Said to the Boys Last Fall

"I've worked for the Ridgways, father and sons, for over forty years and in all that time the old shop has not lost two weeks in its running.

"So you fellows needn't worry about your pay envelope this winter no matter how hard the times."

And Mickey was right.

While our neighbors had to shut down for lack of orders

"Ridgways" ran right along on elevators.

And every Ridgway employee got his yellow envelope every pay day.

In times of business depression folks who know the money saving qualities of the Ridgway Elevators

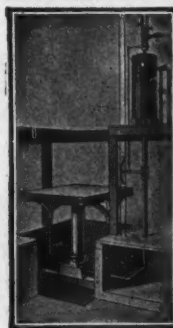
Get Ridgway Elevators and move up on Easy Street, because they

**"HOOK 'ER TO THE BILER"**

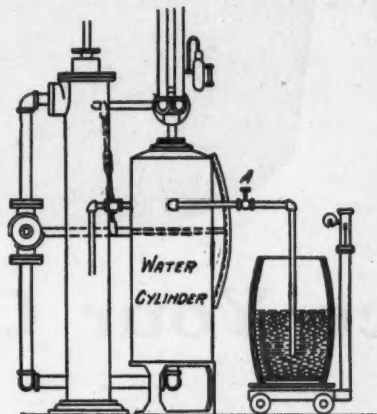
**Craig Ridgway & Son Co.**

COATESVILLE, PA.

Elevator Makers to Folks Who Know



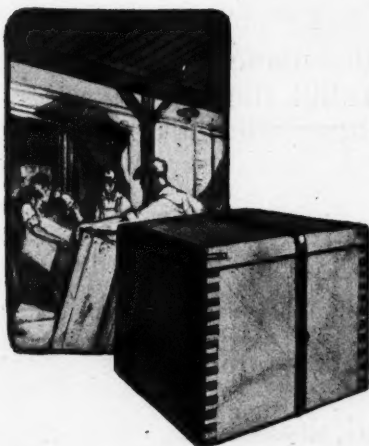
Direct Acting



How to Test It



Over 3,000 in Daily Use



## Do Shipping Losses Cut Your Profits?

Is a large part of your overhead tied up in expenses brought about through the loss of perishable and semi-perishable goods in transit?

Then let us show you how to reduce these losses through the use of Balsa Boxes—the container made from wood that is lighter than cork, strong as pine, complete insulation against both heat and cold.

Prices quoted on boxes made according to your own specifications. See addresses given here.

Baltimore  
Boston  
Buffalo  
Cincinnati

St. Louis

Langdon, D. C.  
Peekskill, N. Y.  
San Francisco  
Seattle

**THE FLEISCHMANN TRANSPORTATION COMPANY**

*Balsa Box Department*

New York  
699 Washington Street

Chicago  
327 So. La Salle Street



*Strong Re-enforcement  
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No. 2

## Does Shipper Packer Buy Hogs Right?

### "Paper Buying" a Habit That Costs Many Packers Money—Some Things They Should Know in Order Buying

Right practices in order buying result in such enormous savings to the packer following them that the wonder is every outside packer does not study his problem more closely.

Packers distant from central markets must look carefully to

1. *Selection of markets* at which price, quality and yield can all be relied upon.

2. *Placing of orders right*, so purchases can be made economically and to the advantage of the packer.

3. *Choosing order buyers* or representatives at the markets.

4. *Proper loading and shipping* of their livestock to avoid cripples and death losses in transit.

#### What Packer Should Know.

Outside packers should be familiar with the quality and kind of hogs coming to the different markets. They should also know how each of these markets compares with the other as to general price levels.

**The market where hogs can be bought the cheapest is not always the best market, or the most economical place for the packer to buy.**

A small percentage of condemnation of carcasses or parts adds materially to the cost of hogs coming from a given market. One hog buyer states that from one market he has not had a condemned hog in over two years, while in one shipment alone from another market 23 hogs were condemned.

It is not difficult to see which market was the more profitable to patronize, regardless of initial cost.

#### Price Isn't Always Cost.

Price is not always an index to the cost of hogs.

If high-priced hogs yield 1, 2 or 3 per cent more than cheaper hogs, and supply meat of higher quality—meat that can go into the packer's best

brands instead of cheaper grades—they are much more economical to buy.

**But the trouble is too many packers pay no attention to price.**

This lack of interest in price works both ways. Some pay too much for their hogs, due largely to careless methods of ordering, while others pay too little, and fail to consider what they are getting for their money.

There is perhaps no type of buying where the needs of the firm must be known in advance so nearly as in order buying of livestock. If the company uses uniform weights of hogs year in and year out, the market that furnishes hogs of the best quality and yield is probably the cheapest, even though the first cost may be higher.

**Buying a given average of hogs without specifying the range within which this average must come is also poor business.** One packer who did not inspect his droves on arrival was receiving his correct average weight, but the shipment included everything from pigs to "old ladies!"

#### Some Bad Buying Habits.

On the other hand, packers pay more where they give their representatives at the markets blanket orders to buy a certain kind of hogs without "pegging" a price. If a limit is specified when the order is given, the buyer will keep within that limit.

Blanket orders often result in putting "tops" on markets that would otherwise never be reached.

Trouble also comes from the fact that often orders are not given until the last minute, and the order buyer is forced to go out on the market and get the hogs regardless of price. Orders should be given buying concerns as far in advance as possible.

Too often the market representative is wired on the day hogs are to be shipped. This is likely to raise the price to be paid, or put the order buyer in the position of being unable to fill his requirements. However, he usually gets the hogs, regardless of price.

#### Give Order Buyer a Fair Chance.

When an outside packer has chosen an order buyer in whom he has confidence he should place with him a standing order for his general requirements, specifying weights, quality, rates and shipping days. If the order buyer has this knowledge in advance, he can quietly shop around and pick up his needs without creating any price upturn.

It has been frequently demonstrated that on hogs on which there were advance orders it was possible to buy them 10c to 25c per 100 lbs. cheaper than when hogs had to be

### Do You Buy Right?

Hogs are high and packers are looking for every means possible to save money on them.

They are costing many outside packers much more than they should. The first cost is often all that is considered.

**But it is the final cost that hurts.** Dead and crippled hogs, poor yielders, widely-mixed weights and higher initial costs than are necessary are piling up expenses on the packer distant from the central markets.

"Buy right" is the first step to profit in the packing industry. Most packers buy at points distant from their plants. Even those buying on the central markets do this.

A check-up on buying and shipping practices by every packer may help, if ever so little, to lower the actual cost of hogs bought at present high price levels.

shipped the same day the order was wired.

Last moment orders too often mean just "buy," but not "buy right." Such orders are "pie" for the speculators, but they play havoc with the market.

#### Try the Different Markets.

Another economy, especially on a bullish market, often can be effected by spending a little money in telegraph tolls shopping around at the various markets. Sometimes as much as 25c a hundred can be saved in this way.

This is one time, however, when quality must be weighed, and the fact not lost sight of that hogs costing the least are not always the cheapest.

The outside packer often is too careless of his representative at the central markets. He does not choose his order buyer with as much wisdom as he might.

There are instances where men who are selling livestock for the producer also buy for the packer. Packers are sometimes led into this kind of representation by the belief that, because the commission man is in such close touch with livestock producers, he can choose better stock.

#### Can't Serve Two Masters.

The packer loses sight of the fact that it is the job of such a man to get just as much as possible for the livestock he sells. And it is entirely possible, within his own organization, to put a top on the market, penalizing not only the packer he represents, but raising the level of the entire market.

The bulk of the commission merchant's business is with the producer. His favor is necessarily to his best patron.

Some poor economies in livestock purchases by outside packers were pointed out by "A Yards Gate Pusher" in THE NATIONAL PROVISIONER of October 17, 1925. This same observer discusses the subject further in reporting here an interview with an old and experienced hog buyer, which contains much food for thought by shipper packers. He says:

### "Paper" Hog Buying

Editor THE NATIONAL PROVISIONER:

One of the best known hog buyers in the United States recently stated that more packers were losing money as the result of "paper buying" than by reason of price cutting in the sales department.

His definition of the "paper buyer" was one who places his orders solely on the test of price, and without regard to yields or quality.

"A small packer in New England," said this buyer, "places his order for hogs of his weight and seldom sees the animals on the hook. His competitors watch his work with amusement, for it is well known that he is getting about the poorest quality of hogs that is shipped into that territory."

"A packer operating several houses

places orders in whichever market quotes prices the lowest regardless of yields or quality. Their buyer has established such a reputation for narrowness of vision that shippers no longer argue with him in attempting to show him the folly of such practices.

"Time after time his loads are cheapened down with hogs of poor quality, and not infrequently roughs are given him along with butcher weights.

#### Inefficient Hog Buying.

"A New York state packer is buying on an Eastern market, and merely specifying an average weight without range limits. I recently saw one of his loads with a range of over one hundred pounds, yet he considers his buying efficient.

"Where he has an outlet for different weights, such as were in this motley array, he could save thousands of dollars a year by buying straight loads and holding them to a narrow range. This would give him uniform carcasses, which every packer recognizes as most desirable in handling both fresh and cured cuts.

## The Trading Authority

Market prices based on actual transactions, and unbiased reports on the condition of the markets, are given each day by THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE.

Market prices and transactions on provisions, lard, sausage meats, tallows, greases, etc., at Chicago are given, together with Board of Trade prices, hog market information, etc. Export markets also are covered.

This service has become the recognized trading authority, and is used by packers, wholesalers, brokers and others as a basis for their prices, for settling claims, pricing inventories, etc.

THE DAILY MARKET SERVICE is mailed at the close of trading each day, and subscribers are furnished with a handsome leather binder for filing the reports for record and comparative purposes. Telegraphic service (messages collect) is also available to subscribers at all times.

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"The packer who depends upon his hog purchases being made without due regard for results is headed toward ruination. Prices really mean little, for the real test is the final result.

"My own company frequently and almost daily buys carloads of hogs at certain markets on which our cost plus freight will lay our hogs down at the plant at from 25 to 50 cents higher than we could purchase hogs on other markets. However, we never fear but that the final tests will recompense us for the difference.

#### Buys On Basis of Yield.

"From one market our yield year in and year out runs almost uniformly one per cent over its next best competitor, and as much as three per cent over some of the markets.

"From another market, which I do not mention for obvious reasons, we have not had one hog condemned for tuberculosis in over two years. Scores of packers avoid this market because its prices are invariably high on paper. The few of us who study the other end of the problem know it as one of the cheapest markets in the country.

"On the other hand, I have in mind one market which constantly attracts the 'paper buyer' because its prices may look to be lower than competing markets. We buy there occasionally when supplies are scarce, and get our highest-priced meat thereby.

#### 24 Hogs Tanked From One Load.

"Every load we get has from one to one hundred heads condemned, and almost every load has one or more carcasses condemned. In one case we caught 24 tanked hogs in one load. Verily, the best is the cheapest.

"My final word to the packer is to forget this 'paper buying' and give your buying the acid test by learning results. Roughs will show greater yields than some better and lighter grades; but what a difference!

Determine the weights best adapted to your trade, and hold your buying to range limits. If all weights can be handled, then give your extremes of range and disregard the resulting average.

Try out some of the so-called 'high' markets a few times, and you may learn one of the reasons why certain competitors fare so well."

From close observation of the buying practices of many outside packers I know that everything this hog buyer says is true. The trouble is too many packers do not inspect their droves or their hogs on the rail and check up on their practices.

Very truly yours,

YARDS GATE PUSHER.

#### TO AID BEEF PRODUCTION.

The Institute has been invited to send a representative to a meeting to be held at the Baltimore Hotel, Kansas City, on July 22 and 23 to consider the formation of a permanent national organization to aid and encourage the breeding, finishing and orderly marketing of quality beef cattle and to facilitate and further the distribution, retailing, and use of select grades of beef. This invitation has been referred to appropriate committees of the Institute which are considering the request that the Institute participate in the meeting.



## What the Institute is Doing this Week

### Plans for Big Fall Regional Meets Packers Aid Disease Eradication Many Helps for Institute Members

#### BIG FALL REGIONAL MEETS.

On the recommendation of several regional chairmen, President Oscar G. Mayer, of the Institute of American Meat Packers, has suggested that the August series of regional meetings in fourteen packinghouse centers in the East and Middle West be postponed to September, and be combined into five larger meetings to be held during the first part of that month. All chairmen who have replied to date have expressed their enthusiastic approval of the suggestion.

It is proposed that the September meetings, which will precede the twenty-first annual convention of the Institute by a few weeks, be held in Des Moines, Chicago, Cleveland, Philadelphia, and Louisville.

At the Des Moines meeting, the exact date for which has not yet been announced, the Iowa-Minnesota-Nebraska Region and the Kansas City Region will meet in joint session. Hitherto, the Kansas City group has met separately.

The date of the Cleveland meeting has been set for September 13. Packers from Buffalo, Cincinnati, Pittsburgh, Detroit and from other parts of Ohio, Michigan, Western Pennsylvania and Western New York are urged to attend.

The date for the Philadelphia meeting has been definitely set for September 14, the day after the meeting at Cleveland. Packers from Boston, New York, Baltimore, Washington and the surrounding

regions, including New England, Eastern Pennsylvania, Southern New York, New Jersey, Maryland, and Delaware, will attend.

The Louisville meeting, the date for which has not yet been announced, will be open to members of the Institute in the Southern and Southeastern states.

At Chicago on September 10 the Regional Committee will meet, together with packers from Illinois, Southern Wisconsin, Indiana, and St. Louis and Eastern Missouri.

#### REDUCING ANIMAL DISEASE.

H. R. Davison, head of the Department of Waste Elimination and Live Stock, attended the Midwestern States Tuberculosis Conference held last week at the Exchange Building, Omaha, Nebr. The meeting was well attended by workers in tuberculosis eradication, breeders, commission men, and animal pathologists throughout the middle West. A number of representatives of the United States Department of Agriculture also attended.

E. S. Waterbury, general manager of Armour and Company at Omaha, stated that he thought packers were willing to pay the premium of 10 cents per hundred pounds of live weight on hogs bred and fed within the limits of modified, accredited areas so long as reductions in the percentage of the disease in swine justified such support.

He warned the Conference, however,

that in his opinion packers would insist that the percentage of retentions be reduced more rapidly if they were to be expected to continue the payment of the premium.

Dr. J. A. Kiernan, Chief of the Tuberculosis Eradication Division of the Bureau of Animal Industry, pointed out at the Conference that the percentage of bovine tuberculosis among cattle had been reduced materially, but that owing to the great prevalence of avian tuberculosis among swine, a corresponding reduction was not apparent in the case of the latter.

Dr. Van Ess, Animal Pathologist of the University of Nebraska, presented in great detail the results of his experiments on avian tuberculosis which indicate definitely that swine are very susceptible to this type of the disease. Mr. Davison reports that Dr. Van Ess is thoroughly convinced, as is Dr. Graham, Animal Pathologist of the University of Illinois, who has conducted similar experiments, that the avian type of tuberculosis is responsible for most of the retentions of hogs.

H. R. Smith, Live Stock Commissioner of the National Live Stock Exchange, stressed the importance of eradicating avian tuberculosis and outlined the work which his organization was doing and planned to do.

#### PACKINGHOUSE ECONOMICS.

A two hundred and twenty page book entitled "Economics of the Packing Industry" will be mailed within a short time to all member companies of the Institute. The book was prepared for use as a text



FIRST MEAT PACKING CLASS IN BALTIMORE.

Twenty-eight men connected with packing companies in Baltimore have completed an evening college course in pork operations, conducted by the University of Maryland and the Institute of American Meat Packers, in co-operation. C. V. Whalin, of the U. S. Department of Agriculture, was the instructor. Dr. H. J. Patterson, Director of the College of Agriculture, supervised the class on behalf of the University.

The course consisted of fifteen lectures which covered all steps involved in the production and processing of pork and pork products. The plan was inaugurated as a means of giving packinghouse employees an opportunity to understand more thoroughly the principles of the industry. The class met once a week at the Chamber of Commerce rooms.

Similar courses have been given in seven other packinghouse centers.

The following men appear in the class picture: First row (left to right): Professor Hunt, F. G. Auer, J. L. Harrell, J. F. Courtney, L. B. Rowles, S. J. Cushing, N. L. Mason. Second row: A. B. Smith, E. Wade Brown, E. R. Sumner, A. W. Harmon, G. J. Ridifer, G. C. Sealer, C. B. Magruder. Third row: F. H. Stallman, R. E. Richardson, P. Channell, F. N. Dillman. The instructor is Mr. Whalin.



in the evening and home study courses offered for packinghouse men by the Institute of Meat Packing at the University of Chicago. The authors are L. D. H. Weld, A. T. Kearney and F. H. Sidney. These men are associated in the industry in commercial research activities and at the university as instructors in the economics courses.

This is the fifth volume to be compiled and published in connection with the educational work. It will serve both as a textbook and as a permanent record of the development of that phase of the packing industry.

The scope of the book is best indicated by the subject headings, which follow:

- I. History of the American Livestock and Meat Industry—The Westward Movement.
- II. History of the American Livestock and Meat Industry—The Development of the Modern Packing Industry.
- III. America's Place in the World Livestock and Meat Industry.
- IV. Livestock—The Raw Material.
- V. The Marketing of Livestock.
- VI. The General Organization of the Packing Industry.
- VII. Special Characteristics of the Packing Industry.
- VIII. The Marketing of Packinghouse Products in the United States.
- IX. The Transportation of Meats.
- X. Foreign Trade in Meat Products.

#### LIVESTOCK LOSS PREVENTION.

At a recent meeting in Lansing, Mich., H. R. Davison, Director of the Institute's Department of Waste Elimination and Live Stock, was elected temporary Vice-president of the newly organized Michigan Live Stock Loss Prevention Association. Mr. Davison, on his own recommendation, will be succeeded in his office at a later date by a Michigan packer. The work of the association will be similar to that of other state associations formed for the purpose of reducing livestock losses.

#### PURCHASES OF SUPPLIES.

Purchasing Bulletin A-15, issued June 24, by the Department of Purchasing Practice, announces money-saving prices for member companies of the Institute on the following commodities: Automatic lead pencils, skewers, nitrate of soda, nitrate mixer, bacon hangers, curing sugar, potato starch, loose leaf books and forms, battery chargers, printed string, branding irons, electric lamps.

#### SERVICE LABORATORY GROWS.

Several member companies of the Institute have signed new contracts with the Service Laboratory during the last week or two. Members who have not received a copy of the new booklet about the Service Laboratory just issued by the Institute may obtain copies on request to the Department of Scientific Research.

#### FOREIGN TRADE PRACTICES.

The Committee on Foreign Relations and Trade of the Institute met on Thursday, Chairman Charles E. Herrick presiding, and dealt with a number of topics.

New methods of shipping unboxed products in order to meet the regulations of the British Ministry of Health, which go into effect on July 1, 1927, were again considered. It was agreed that all exporting members should be asked to forward to the Institute a statement of the approximate total tonnage taken by them for overseas shipments in 1923, 1924 and 1925. This information is desired by the North Atlantic U. K. Conference to enable shipping companies to estimate the probable trend in the next few years, for which they expect to make structural and other changes in their vessels. The information will not be divulged, except in total.

The Committee is keeping in close touch with developments in Great Britain on this matter and is in regular communication with both Liverpool and London Provision Exchanges.

The misuse of American pails and boxes, and the mixing of local products with American lard in certain Central American and European countries, were taken under review. An explanation of the practice in one Latin American country was interesting. It was to the effect that native retailers prefer a dark-looking lard, as a great part of the public appears to believe that white lard cannot be pure! Letters on the subject were received, from Havana (Cuba), Porto Rico, Montevideo, and Rio de Janeiro but no extensive substitution was reported from these places.

The Committee agreed to recommend a change in the rules covering pig carcass weights in the export frozen pork trade so as to read: "When a range of weight is specified, the weight of each pig must fall within that range." This modification has practically been adopted by both the associations in Liverpool.

#### OPERATING PROGRAM PLANS.

A meeting of a special committee of the Committee on Packinghouse Practice and Research will be held July 9 in the Institute offices to make plans for the programs of the Operating and the Engineering and Construction Sections which will be held at the time of the Institute Convention in the fall.

#### NEW INSTITUTE MEMBERS.

The Institute has received recently a number of applications for membership and associate membership. These applications will be passed on at the next meeting of the Executive Committee, which probably will be held in September.

#### MEAT FOR FOOD AND HEALTH.

A selection of short, authoritative statements regarding the healthfulness and food value of meat will be offered within a short time to all member companies by the Institute's Department of Public Relations and Trade. These statements are designed for use in advertisements, on billboards, package inserts, letterheads, and in other ways.

With foods which compete with meat being advertised to consumers extensively on the basis of their food value content, it is felt that packers and others in the meat industry will find material of this sort a valuable means of telling the consumer why meat is an important element in the well-planned diet.

The following paragraphs illustrate the nature of the material:

##### WHY YOU SHOULD EAT MEAT.

Meat contains a combination of highly desirable and necessary food elements and helps to give you the various essential food properties which your diet should contain. Proteins of high quality, body-building fats, most of the necessary minerals and certain kinds of vitamins, are some of meat's good points. Furthermore, it is highly palatable and easily digested. It is valuable for adults and children alike because of its body-building qualities.

##### A REAL FOOD.

Meat is not merely a food—it is a satisfying, appetizing, delicious, and healthful element in the well-balanced diet.

#### PRIZE IDEA CONTEST.

The closing date for entries in the \$1,000 Prize Idea Contest for packinghouse men, which is being conducted by the Institute under the supervision of its Department of Packinghouse Practice and Research, is July 15. Every entry must be mailed by that date to receive consideration in the contest. All ideas submitted will then be reviewed by the Special Committee on Prize Contest, and the prizes will be awarded at the time of the Institute's next Convention.

#### MEAT INSPECTION CHANGES.

Recent meat inspection changes are announced as follows by the U. S. Bureau of Animal Industry:

**Meat Inspection Granted.**—The Southern Cotton Oil Co., Lathrop avenue, Savannah, Ga.; Arizona Packing Co., Tempe road, Phoenix, Ariz.; Rosbert Provision Co., 2621 South street, Philadelphia, Pa.

**Meat Inspection Withdrawn.**—Armour and Company, Baltimore, Md.; California Dressed Beef Co., Los Angeles, Calif.; Hattaway Chili Co., Ft. Smith, Ark.; The Wiederstein Packing Co., Cincinnati, Ohio; The Great Atlantic and Pacific Tea Co., 801 Channing Place, N.E., Washington, D. C.; Armour and Company, 427 N. Second street, Philadelphia, Pa.; George L. Wells, Inc., Philadelphia, Pa.

**Meat Inspection Extended.**—Liberty Provision Co., Inc., Trenton, N. J., to include Case Bros.; \*The William Davies Co., Inc., 4111 S. Union avenue, Chicago, to include Columbia Warehouse Co.

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## Don't Be an Ostrich!

Packers' sales departments continue  
to show weakness in the disposition of  
hog products. Prices are permitted to  
slip  $\frac{1}{4}$ ,  $\frac{1}{2}$  and finally 1c or more.

At the same time the hog buying de-  
partment is paying out more money for  
hogs.

The psychology of packers following  
these practices is difficult of interpreta-  
tion. They cannot help but know that  
every time they "shade" the least bit,  
the market is broken just that much.

The idea may be that the sale is made  
very quietly, but buyers learn of it and  
use it as a weapon to beat down the  
price of other packers. Other weak-  
kneed ones are caught with the same  
hook, and still more "shading" is done.

*The chief feature of the provision  
situation seems to be a basically strong  
market, with shrewd buyers and too  
many weak sellers.*

The best information available in-  
dicates that the hog supply is limited,  
that provision stocks are not heavy, and  
that the public is eating its usual quota  
of pork.

What, then, is the occasion for cut-  
ting prices? A wider margin is needed  
to cover costs now than when hog runs  
are heavy, as the per head cost of  
handling is much greater.

There seems little excuse for selling  
weakness, in car lots or otherwise.  
Packers can ill afford to indulge in it.  
Sellers should be as shrewd as buyers.

Stiffen your backbone, Mr. Packer,  
and get the price. Or you may see a  
good deal of red in your figures before  
the end of the year!

## No Room for Misfits

Misfits cost business many millions of  
dollars every year, the National Associa-  
tion of Credit Men points out in a state-  
ment analyzing the causes of commercial  
failures.

Merchandising is such a temperamental  
proposition that only those psychologically  
suited for such an occupation should at-  
tempt it, if business is to become more  
sound and less erratic.

It is suggested that greater attention  
should be paid to discovering the bents of  
students to help direct them into occupa-  
tions for which their traits and tendencies  
apparently fit them. Since success of a  
business enterprise depends so much on  
management, the misfit should be pre-  
vented from managing any business that  
is uncongenial to him.

Store-keeping appears to most people an  
easy occupation. It seems simple to buy  
goods and sell them at a profit. But to a  
person who is not adaptable to merchan-  
dizing methods, this becomes irksome and  
soon leads to indifference.

Management should be one of the funda-  
mental factors to consider in studying

credit risks. Credit managers know this  
by second nature, but many of them over-  
look it.

A safe formula to go by is that the misfit  
merchant is almost certain to fail. He  
may not cause any loss to his creditors if  
he winds up his business before he fritters  
away his capital, but too often credit man-  
agers allow these men to drift until they  
go on the rocks; whereas they should have  
discovered long before the inability of  
misfits to manage business.

There are many misfits in the meat in-  
dustry, and they cost it hundreds of thou-  
sands of dollars yearly. Good salesmen  
soon recognize these misfits, and are not  
only on the lookout themselves but keep  
their credit managers posted also.

## What the Pig Survey Shows

A net increase of about 3 per cent in  
the Corn Belt pig crop of last spring over  
that of a year ago is estimated by the  
U. S. Department of Agriculture as a re-  
sult of its June 1 pig survey.

This survey also indicated an increase  
of more than 36 per cent in the number  
of sows to be bred for fall farrow over  
those farrowed last fall. This is thought  
by some observers to mean that the sum-  
mer hog run will be decreased by some  
700,000 head because of this increase.

However, there has been a smaller per-  
centage of sows in the runs this year than  
last, the decrease being greatest in Jan-  
uary and February, but evident through  
the first four months of the year. It is  
probable, therefore, that the additional  
number of sows held back has been grad-  
ually provided for over some months, and  
will not be felt so keenly as some think.

Pigs of the spring crop should begin to  
appear on the markets in September or  
October, and increase steadily from that  
time on. Indications are that the runs  
will be somewhat heavier than a year ago,  
but not heavy enough to create any real  
surplus.

Packers should not be too easily scared  
into paying higher hog prices by those  
who predict short runs. On the other  
hand, slight prospective increases in runs,  
believed by some to be immediately ahead,  
furnish no reason for sellers to allow  
themselves to be beaten down on product  
prices, be the reduction ever so little.

A sharp eye on the hog market and  
careful observation of trends will help  
packers in their buying and selling. They  
should not be influenced too strongly by  
day to day conditions in either the live  
market or that for green and cured prod-  
uct. Markets are temperamental things,  
and what holds true one day is often  
thrown into the discard the next.



# PRACTICAL POINTS FOR THE TRADE

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## Making Up Curing Pickle

A small packer who has been using patent curing materials wants to make his own pickle. He says:

Editor The National Provisioner:

I have been using patent curing agents for corned beef and pickle pork, and wish to change to a cheaper and just as satisfactory method as outlined in THE NATIONAL PROVISIONER of recent date. I want to make this up in small lots, say not more than 100 gals. of pickle at a time.

I don't understand what you mean by 60 deg. pickle, etc., and ways of making same.

Also please tell me, when meat is properly cured, way of preventing overcure.

The inquirer has been using patent curing agents and wants to use a cheaper pickle and one that is just as good. He wants to know how to make such pickle himself.

The first thing this inquirer should do is to buy a salometer. This is an instrument for measuring the strength of the pickle. It can be bought from any butchers' supply house and is quite inexpensive.

Then make plain pickle of 100 deg. strength. This is done by adding 22/3 lbs. of salt to each gallon of water. If 100 gals. of pickle is needed, there should be added to this plain brine 15 lbs. sugar, 5 lbs. 3 oz. nitrate of soda.

If saltpeter is used instead of nitrate of soda, the quantity should be 6 lbs. 6 oz. to each 100 gals. plain pickle. Saltpeter is not quite so strong as nitrate of soda, so that larger amounts are required in curing pickle.

(Do not confuse NITRATE with NITRITE. The latter is a newly-permitted curing agent. 10 times as strong as nitrate, and should only be used after careful experiments, and by an experienced person.)

Thoroughly dissolve the sugar and nitrate of soda in the plain pickle, then add enough water to reduce the strength to 60 degs. or 70 degs. on the salometer, as desired.

The mixture should then be thoroughly sterilized by bringing to a boil. It is not safe to use pickle that has not been sterilized, as any impurities in the water or curing ingredients would likely have a bad effect on the meat.

After chilling, the curing pickle is ready to use.

### To Avoid Overcuring.

The inquirer asks how to know when meat is properly cured and ways to prevent overcure. The best way to avoid overcure is to move the product strictly at cured age, either by processing directly from the vats and merchandising, or remove from the vats at cured age and back pack in tight tierces and hold in freezer temperatures until the meat is to be used.

Unless the inquirer is provided with these facilities, the better way would be to keep a close check on the product and guard against any over-supply, thus keeping the product moving all the time.

Special attention should be paid to the chilling of the meats before curing, if best results are to be secured. For instance, the inside temperature of hams should be 35 deg. F. After boiling the pickle be

sure that it is thoroughly chilled, and about the same temperature as the inside of the meats—35 deg.

Instructions for curing hams, bacon and corn beef can be secured by sending a 2c stamp with request to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

## Bleaching Hog Stomachs

A Southern hog packer wants to know how to bleach stomachs. He says:

Editor The National Provisioner:

There is some process by which hog stomachs are bleached out practically white. Will you please be so good as to give us information as to what handling is necessary to produce a practically white hog stomach?

We notice on this market there are some shipped from different points having a very beautiful appearance, while our local stuff is stained outside. We don't seem to get the proper bleach on them.

The inquirer is interested in getting a better color on hog stomachs. His production of stomachs is unsatisfactory as to color while the product sold by some of his competitors is practically white.

In handling hog stomachs it is just a matter of turning, sliming and trimming the stomach free of fat. As soon as this is done, thoroughly chill in ice water. This has a bleaching effect.

If the stomachs are for immediate use, they should be soaked in a weak solution of salt water. If they are to be used in the sausage room as soon as chilled, it would be all right to cook them immediately, being careful to keep plenty of ice on the cooked product, as it is highly perishable and will become slimy very quickly.

How much hair does the average hog carcass yield? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

## Handling Casings

Do you know how to handle hog and sheep casings?

It means profit to you if you do, and LOSS to you if you don't.

Complete directions for handling both hog and sheep casings, all the way from the killing floor to the storage room, have been prepared by THE NATIONAL PROVISIONER. They are invaluable to the packer who wants to handle his casings in the right way.

Either or both of these may be had by subscribers, by sending in the attached coupon, together with a 2c stamp.

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me directions for handling  
sheep casings.  
hog  
(Cross out one not wanted.)

Name .....

Street .....

City .....

Enclosed find 2 cent stamp.

## Value of Liquid "Stick"

A renderer in the Middle West wants information concerning liquid stick. He says:

Editor The National Provisioner:

What, if anything, is the commercial value of "stick"? We are rendering from 8 to 15 tanks of fallen carcasses per week and could make considerable "stick." We have, however, been unable to get anybody to quote us a price on "stick."

If "stick" is used in making tankage for hog feed, how much should be put in the meat?

The inquirer wants to know the commercial value of stick. He is in position to make considerable stick, but has been unable to find a market for it.

There is a market for stick, the demand being generally good from the manufacturers of feeding tankage. The market value of the stick is based on the protein content when used for feeding tankage, and on the ammonia content when used for fertilizer tankage.

For instance if dry stick has a content of 17 per cent ammonia and if the market quotation is \$3.25 per unit ammonia, the value of the stick would be 17 times \$3.25, or \$55.25 per ton.

Feeding tankage is sold on the basis of its protein content, most states requiring 60 to 70 per cent. Ordinary packinghouse tankage will analyze only on an average 33½ to 41½ per cent protein, so stick is often added to bring up the protein.

Stick running 17 per cent ammonia content would analyze about 76 per cent protein, so that its value for feeding tankage can readily be seen.

The amount of stick used in the feeding tankage will depend on the protein content of the tankage to which it is added. Tankage analyzing 41 per cent protein would require the addition of sufficient stick to raise the protein content to 60 or 70, depending upon the requirements of the state in which it is sold.

Stick made from the rendering of fallen carcasses would probably run higher in protein than stick made from general rendering operations where less blood is included in the tank water. It is entirely possible that the stick this inquirer could manufacture would be especially high in protein. He should have no difficulty finding a market for it.

Liquid stick is quoted regularly in the weekly issues of THE NATIONAL PROVISIONER and in THE NATIONAL PROVISIONER DAILY MARKET SERVICE. Subscribers to this service are in position to keep informed daily, not only on this product, but on the market price and movement of tallow, greases, tankage, bone, etc., as well as of provisions and lard.

## HAM BAKED IN MILK.

The housewife who likes ham, but wishes she could find some other way to serve it besides simply frying will welcome this recipe:

Rub a thick slice of ham with mustard; place it in a casserole and cover with milk. Bake 1 hour in a moderate oven, removing the cover of the casserole the last 15 minutes. Serve with mashed potatoes, buttered carrots, celery and apple Betty.



## Color of Sausage Meat

An eastern sausage maker has trouble with the color in his bullmeat. He handles it according to proper formula, but the color is not right. He says:

Editor The National Provisioner:

I am having trouble with the color of bullmeat after it has been in the cooler overnight. I have followed your instructions in making the emulsion, but I have the following trouble with it:

We mix our spices in the emulsion the next day, when pork trimmings are added in the chopper. The pork we use is fresh and not salted.

The morning after I chop my hot bullmeat, instead of being red, it is grayish slate color till the second day after chopping, when it is red. The closer to the bottom of the 8 in. trays in which the hot meat is put, the redder it is. It is much redder at the bottom than under the crust-like top.

The day we make up our product we take the emulsion, put same in chopper, add a little crushed ice, spices and pork and chop same fine.

I must smoke this sausage very slowly if I want it to get any color.

Do you think we chop our meat too cold and it does not take the cure?

The inquirer is not satisfied with the way his bullmeat shows up in the chilling operations in the cooler overnight. He says it comes out gray on top and does not regain color for a day or two.

It is only natural that the top layer in the meat which is exposed to the air will turn a grayish color, and the meat in the bottom of the pan will show more color. Meat of any kind cured in an open receptacle will turn gray on top. This is as the meat should look the next morning going into the chopping machine.

In regard to the inquiry whether the meat is chopped too cold, it is almost impossible to have meat chopped too cold in the silent cutter. The thing to do is to prevent the meat from heating, using enough crushed ice to overcome this difficulty.

Many things enter into the color of the finished product. The temperatures of the cooler in chilling; whether the sausage is delivered to the cooler for further chilling after it is stuffed in the containers, or whether delivered direct to the smokehouse from the stuffing bench—all these things have a bearing on the appearance of the finished product.

## Blisters on Bologna

Air pockets or blisters in sausage are always troublesome. An Eastern sausage-maker wants to know the reason for them. He says:

Editor The National Provisioner:

Please tell me what makes our weasands blister when we stuff them for bologna. We have been having a good deal of trouble with them for some time.

The inquirer complains of blisters on bologna sausage stuffed in beef weasands.

It is assumed that these are dried weasands. The difficulty complained of is probably due to faulty handling of the weasands from the time they are taken from the carcass and through the drying process. It is possible that there was some delay in the handling on the killing floor, or they may not have been chilled or dried under the right conditions.

Proper ventilation must be provided in drying this product. The experience of the inquirer is not unusual. In correcting it, it is usually necessary to make some change in the handling of the weasands. Otherwise there is considerable loss, espe-

cially in the cooking process, as it is here that the blisters show up.

After puncturing the blisters, the casing will heal and present a very undesirable appearance after the product is chilled and ready for shipment. In fact, it has sometimes been found necessary to re-work a large percentage of the sausage, and the best of it was found to be a poor business-getter.

In one instance a careful inspection of the room where the weasands were dried showed that there was very poor ventilation, that the room was located over the grease tanks from which the odors arising during the day created a foul atmosphere in the room. This lack of ventilation prevented the weasands from properly drying.

A change in handling the weasands overcame the difficulty. They were air blown, tied and hung in the sausage manufacturing room, where it was dry and there was ample ventilation. The weasands handled in this room came out in perfect condition. More suitable quarters for the handling of both weasands and beef bladders were then provided. In this case the bladders were coming out in the same condition as the weasands.

With bladders the trouble showed up in the neck of the bladder, which would break when removing from the cook vat, as it was unable to carry the weight of the meat. The meat protruding through the neck of the bladder would cause another big loss, showing the inadvisability of trying to use unsuitable beef bladders.

A careful inspection of green weasands is always desirable as soon as they are blown, to see if they contain grubs. At certain seasons of the year weasands are very grubby, and this can be detected as soon as they are air blown. The grubby weasands should be thrown out and not kept for sausage room use.

Complete instructions for handling beef casings can be secured by subscribers by sending a 2c stamp with request to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

## Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 2c stamp:

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Sausage Spoilage."

Name .....

Street .....

City .....

Enclosed find a 2c stamp.

## Operating Pointers

For the Superintendent, the Engineer and the Master Mechanic

### ARE YOUR SHAFTS PARALLEL?

By W. F. Schaphorst, M. E.

An excellent and inexpensive home-made gauge for aligning shafting consists of two pieces of light, slender, stiff, wooden pieces, held together by two clamps which permit them to be lengthened or shortened at will.

With a gauge like this, clamped to the correct length, it is a very simple matter to check up two shafts and learn whether or not they are parallel. If they need aligning the gauge will touch only at the points of minimum distance.

Thus, if the shafts are not parallel the distance between them will not be the same along the entire length, but if the shafts are parallel, the gauge will just touch at both ends at every place of measurement.

A wooden gauge of this kind is far superior to a cord because it does not stretch or shorten. It is handled with greater ease and certainty. It is even better than a steel tape.

In most any plant where much shafting is used it is worth while to make a gauge of this kind to keep on hand for use as a permanent tool.

Fitted with a tongue and groove joint the two pieces are adjusted more quickly than without such a joint. However, two plain sticks without the grooved joint will serve the purpose very well in an emergency.

## TRADE GLEANINGS.

Wayland Produce Company in Wayland, Ia., has been sold by D. W. Orendorff to J. Don Hayes.

Tallulah Cotton Oil & Ice Company has been incorporated in Shreveport, La., by W. R. Spann, 934 Unadilla street, Shreveport and others.

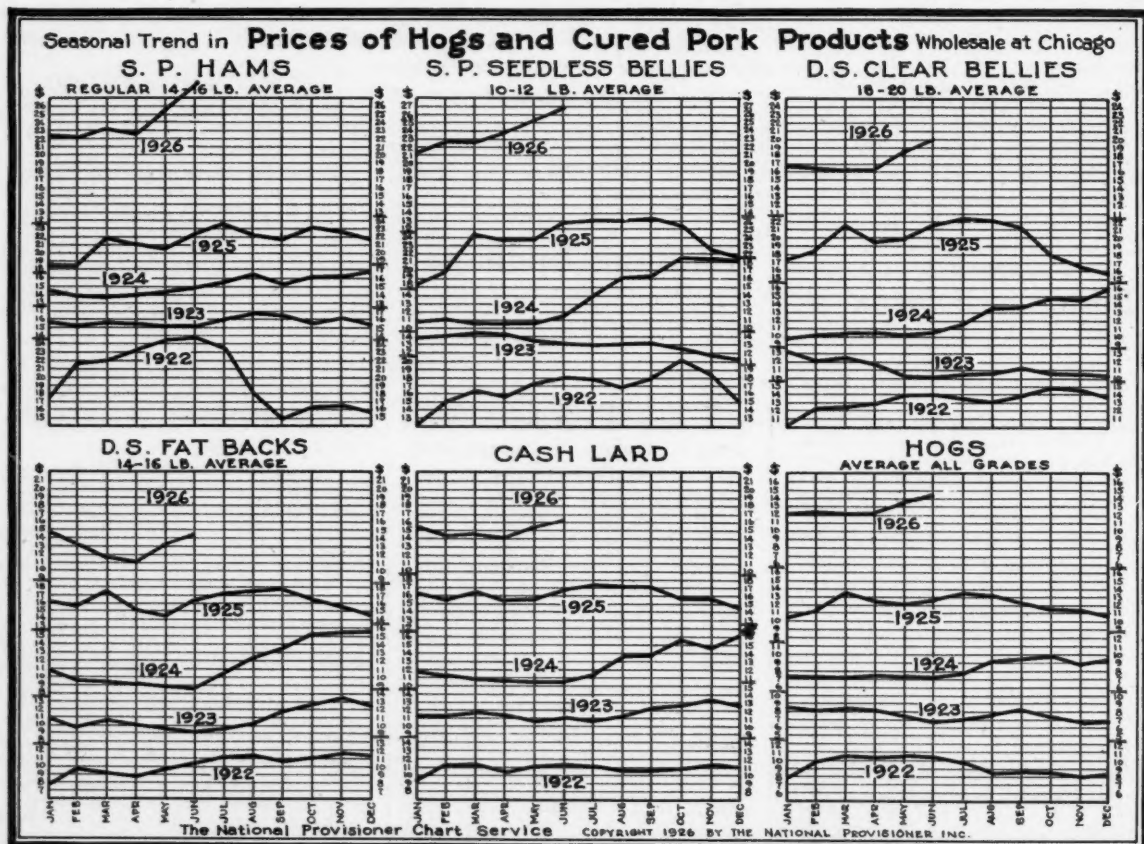
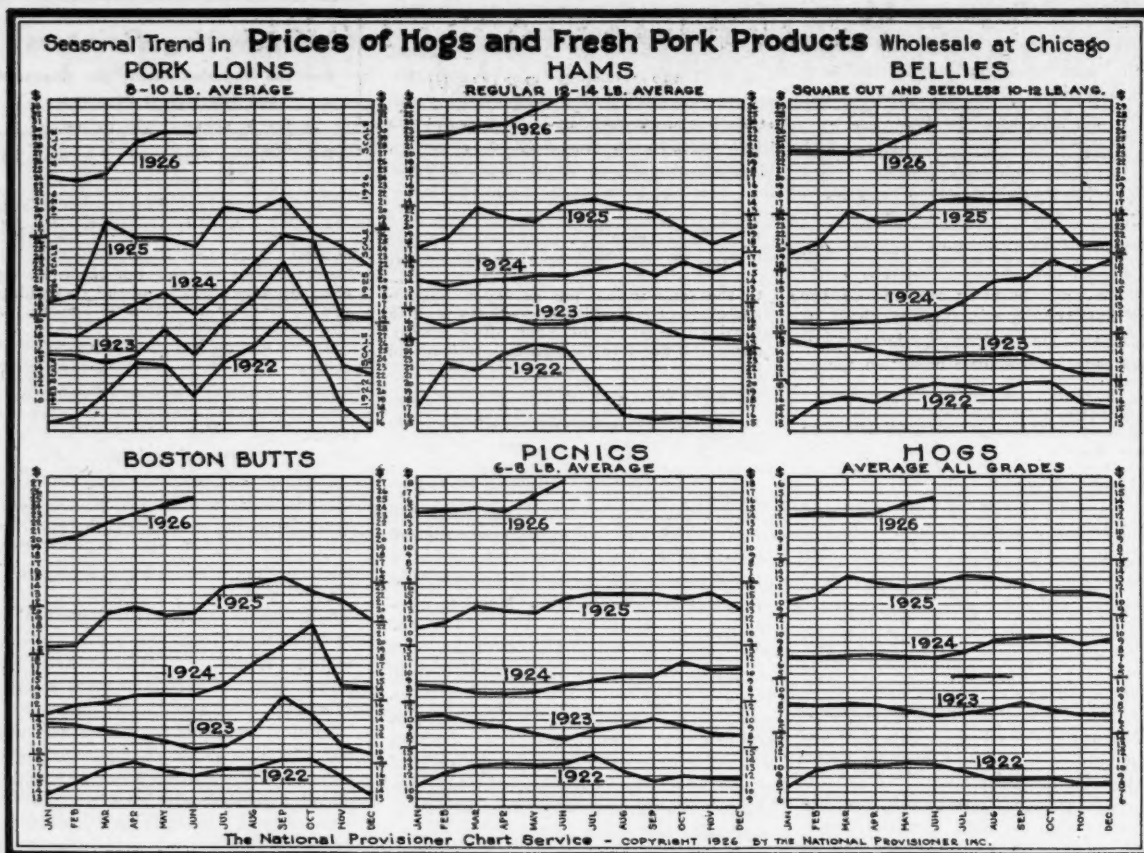
Planters Cotton Oil Mill, Pine Bluff, Ark., has let contract for the erection of a new cottonseed oil house to replace the one recently burned. Cost is estimated at around \$50,000.

Charter of incorporation has been granted to the Vicksburg Dressed Beef Company, Vicksburg, Miss. The company was incorporated with a capital stock of \$25,000 by G. B. Levinson, Charles Lutes and W. H. Hodges.

Herrud & Company, well-known sausage makers in Grand Rapids, Mich., contemplate the erection of a new sausage plant in that city. The plant will be 66x60 ft., and will be modern and up-to-date in every way. Only the latest equipment will be used in it.

Birmingham Oil Mill Company has been incorporated in Birmingham, Ala., with a capital stock of \$150,000 by J. G. Whitfield, Burton Jacobs and others. The new company will operate the mill of the Birmingham Cotton Seed Oil Company in Woodlawn, Ala.

The old cooperative packing plant in Iron River, Mich., which was sold last fall to Earl J. VanOrnum after standing idle for some time, has again been sold. The new owners are Otto and Walter Myers, who will use the plant to slaughter meat for their sausage business in Ironwood, Mich.



Comment on these two charts will be found on the opposite page.



# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Prices Rally—Short Covering—Pig Report Bullish.

The provision market has shown rather pronounced irregularity the past week. From the low point at the end of June there has been a recovery of about  $\frac{3}{4}$ c in lard and meats, followed by some reaction again and a little unsettled feeling. The rally from the low point was partly the result of a movement to cover shorts.

Prices have declined so radically from the extreme high that there was some disposition to cover shorts and look for a rallying tendency in the market. The Government pig report issued late Tuesday of this week was, as a whole, considered bullish.

### Pig Report Called Bullish.

The details were given for each state covering the details of the spring farrowing and the results of the number of pigs saved per litter and the prospects for the fall and winter crop. The number of pigs saved this spring compared with last spring is 98.8 per cent. The number of sows farrowed in the spring of 1926 compared with last year was 101.7 per cent, and the average number of pigs saved per litter this spring 5.58 compared with 5.79 last year and 5.73 last fall.

The losses were quite heavy notwithstanding the good weather conditions in some sections and although the number of sows farrowed showed an increase of 1.7 per cent over last spring the number of pigs saved shows a decrease of 1.2 per cent.

The number of sows bred or to be bred for the fall farrowing compared with last fall shows an increase of 39 per cent and the number of sows bred for the spring of 1926 compared with the fall of 1925 showed an increase of 144.9 per cent. The sows bred or to be bred for the fall farrowing of 1926 compared with the number of swine over 6 months old showed an average of 27.1 per cent.

Sows farrowing for the first time this year compared with all sows farrowed showed a total of 66.1 per cent. The total number of swine over 6 months old compared with the total swine in the country shows an average of 32 per cent.

### What the Report Says.

In commenting on the general conditions the report says: "The spring pig crop in the United States was 1.2 per cent smaller in 1926 than in 1925, according to the semi-annual pig survey of the Department of Agriculture, made through the rural carriers of the post office Department. The total estimated spring pig crop saved in the United States in 1925 was about 54,000,000 head. An increase of 39 per cent in sows bred to farrow this fall over the number farrowed in the fall of 1925 is reported.

"There was an increase of 1.7 per cent in the number of sows farrowing this spring over the spring of 1925, but the average number of pigs saved per litter was smaller this year, with a resulting decrease in pigs saved.

"All groups of states, except the north central west and the far western showed fewer pigs saved this year than last. The largest decrease of 15 per cent was in the North Atlantic States. Both southern groups of states—south Atlantic and south central—showed decreases, although the survey of December, 1925, indicated quite large increases in the number of sows bred to farrow this spring.

### More Sows Bred for Fall.

"A large increase in breeding for fall is shown by all groups, ranging from 20.3 per cent in the north Atlantic to 63.8 per cent in the far western, although there has been a wide-spread difference between sows reported bred in the June survey and sows reported farrowed in the following December survey in previous years. High prices of hogs and the present outlook for feed supplies may cause the intentions to be more nearly carried out this fall than in any previous fall."

### Little Change in Product Stocks.

The monthly stock statement showed but little change in the stocks of products. The Chicago figures gained about 2,500,000 lbs. of meats with the present total 34,000,000 lbs. less than last year.

There was a fairly good gain in the stock of lard of all kinds, the increase being about 11,000,000 lbs., but the total is still about 20,000,000 lbs. less than last year. The conditions which brought about the increase in the lard stocks have been fairly effective so far this month, and it is expected that the production figures for

July will bring a further increase in the total stock for the month of July.

The distribution of lard has been influenced a good deal by the high prices which have prevailed, but the total stocks are still rather small and the accumulations are not important either at Chicago or at the other leading points.

### Export Movement Light.

The export movement of products continues rather light and rather disappointing. The total exports for the year ending July 1st, shows an important decrease in all products and this decrease is important enough to be a material factor in the price levels.

Various deductions are being made from these figures. One point is rather strongly emphasized to the effect that any further advance in price would throw a considerable increase in products onto the domestic markets but whether this could be taken care of or not is somewhat of a question.

The decrease in the number of hogs slaughtered the past few years has made a material decrease in the available amount of meat products for the country and the public has been eating other foods. So that, even with an increase in the number of pigs for this winter as indicated by the Government report, the question of disposing of the product may have a considerable bearing on the price.

**PORK**—The market was dull and steady with mess New York \$41; family, \$43@45; fat backs, \$32.50@33.50.

At Chicago mess pork quotable at \$39.

**LARD**—The market was irregular with domestic demand moderate and export slow. Prime western New York quoted 16.75@16.85; middle western, 16.65@16.75; city, 16 $\frac{1}{4}$ c; refined Continent, 17 $\frac{1}{4}$ c; South America, 18c; Brazil kegs, 19c; compound, 17 $\frac{1}{4}$ c.

At Chicago regular lard in round lots quoted at July price; loose lard, \$1 under September; and leaf lard 102 $\frac{1}{2}$  under July.

**BEEF**—The market was moderately active and very steady with mess quoted at \$18@20; packet, \$18@20; family, \$21.50@22.50; extra-India mess, \$35@40; No. 1 canned corned beef, \$3; No. 2, 8 $\frac{1}{4}$ ; 6 lbs., 18 $\frac{1}{4}$ ; and pickled tongues, \$55@60 nominal.

SEE PAGE 27 FOR LATER MARKETS.

## Trend of the Pork Product Trade for June

The charts on the opposite page, which are part of THE NATIONAL PROVISIONER MARKET SERVICE series, show the trends of prices of green and cured pork products and live hogs at Chicago for the first six months of 1926, with comparisons of trends in previous years.

Both green and cured product prices averaged higher during the month, as did the price of live hogs. General scarcity of all product with good demand held most cuts to a fairly high level.

### Fresh Pork Products.

**Loins.**—Light loins held steady due to the limited receipts of light hogs. The production of loins ran largely to the 12/15 average and heavier. The spread in price between the light and heavy loins gradually widened to the extent of maintaining fairly steady prices on the lighter averages and resulting in a lower trend on the heavier loins.

**Hams.**—Green regular hams, all averages, advanced to the highest

levels in years. The demand exceeded the supply, due to light hog receipts. There was some lessening of demand toward the latter end of the month, which resulted in lower prices, although offerings continued light at all times.

**Bellies.**—Green seedless bellies were in constant demand, although buying was somewhat spasmodic during the month. However, when buying was light prices held relatively firm, due to limited production and good trade on cured stocks. Considerably more

interest was displayed in this product toward the end of the month.

**Picnics.**—Green picnics advanced fully 2c during the month, with a very active trade. There appeared to be enough of the lighter averages to supply the demand at the advanced prices, but the medium and heavy averages were rather scarce throughout the month.

**Boston Butts.**—This product ruled active and higher with an unsatisfied demand. The market on boneless butts was also strong, there being



# Godchaux's CURING SUGAR

Tested by the Department  
of Research, Institute of  
American Meat Packers

Try it! Test it! Once used,  
it becomes your standard

**Assures**  
**Quality Product**  
**Uniformity of Cure**  
**Material Saving in Cost**

## PRICE

In 100 lb. Bags.....\$5.20  
per cwt. f.o.b. Reserve, La.  
In 250 lb. Bags.....\$5.10  
per cwt. f.o.b. Reserve, La.

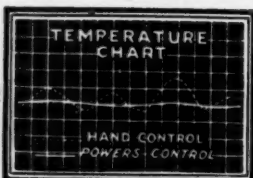
Subject to usual sugar trade terms of  
2 per cent cash discount.

Specially prepared for the  
Meat Industry in the mod-  
ern Sugar Refinery of

**GODCHAUX SUGARS, INC.**

Godchaux Building,  
NEW ORLEANS, LA.

Let us have your inquiries. Delivered  
prices, both carloads and less than  
carloads, quoted on request.



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in temperature control  
has given us a wealth of  
knowledge and experience  
which is at your service with-  
out cost or obligation.

We have regulators for  
every process in the Packing  
Industry, each one specially  
worked out to do that particu-  
lar kind of a job.

Let our engineers help you  
on your problems of tempera-  
ture control; we may be able to  
save you much trouble and ex-  
pense.

**THE POWERS REGULATOR CO.**

35 years of specialization in temperature control  
2725 Greenview Ave., Chicago  
New York Boston Toronto  
and 31 other offices. See your telephone  
directory (3031B)

good buying in straight carlots for  
both prompt and forward shipment.

**Cured Pork Products.**

**S. P. Hams.**—The light put-down  
on green hams during the season and  
the very excellent movement regard-

less of weather conditions, resulted in  
a strong market on S. P. hams. There  
was a little price weakness shown  
toward the end of the month, but the  
market generally was closely sold up,  
with a very substantial increase in  
shipments East over those of the  
same period a year ago.

**S. P. Bellies.**—Trade in S. P. bellies  
has been active through distributive  
channels during the entire month,  
with occasional buying in straight  
carlots, this being sufficient to absorb  
offerings readily. This had a sustain-  
ing influence on the green product as  
well.

**D. S. Bellies.**—There was consider-  
able buying of both clear and rib  
bellies in packinghouse circles, but the  
distributive outlet has been none too  
strong. The fact that producer stocks  
were unusually low necessitated pur-  
chases from time to time. However,  
the market declined sufficiently late  
in the month to induce buying on a  
very large scale, much product mov-  
ing into strong hands.

**D. S. Fat Backs.**—The market on  
fat backs was erratic during the  
month, experiencing periods of dull-  
ness and of activity. There was a  
spurt in buying early in the month  
but when this demand was supplied  
stocks began to accumulate and little  
buying power was in evidence. It  
began to look as though the product  
was without a friend, but when the  
bottom was reached support came  
suddenly and surplus stocks were  
cleaned up with an advance in price.

While the June 30 stocks of this  
product look heavy, they are rela-  
tively light compared with former  
years, the summer of 1925 being no  
comparison because a great percent-  
age of the production at that time was  
forced to the lard tank because it was  
undesirable.

## Lard and Hogs.

**Lard.**—The general trend in lard  
prices continued upward during the  
month, although trade on this product  
has not been entirely satisfactory.  
Lard substitutes are active and higher  
in price, but the general lard situation  
has been slow, due to the dull export  
outlet. There was considerable ac-  
cumulation during June, but stocks  
are still well under those of a year  
ago.

**Hogs.**—The trend in June hog  
prices continued upward. Supplies  
were light and the demand generally  
was strong, although there appeared  
to be determined efforts to hold prices  
to as low levels as possible. The gen-  
eral quality of the hogs has not been  
so good and product goes into the  
cellars at a high figure.

As long as hogs are so scarce there  
appears little hope of lower prices,  
the big problem of the packer being  
to be sure to get the money out of his  
product and avoid a loss at the time  
prices slump due to heavier hog runs.  
Because of the very high price, heavy  
storage stocks of any product are  
none too desirable.

## EUROPEAN PROVISION CABLES.

The Hamburg market shows little change,  
but refined lard and fat backs are in poor  
demand, stocks of these products and  
frozen livers being about average, says Trade  
Commissioner E. C. Squire, Hamburg, Ger-  
many, in his weekly cable to the U. S. De-  
partment of Commerce.

The approximate receipts of lard for the  
week were 2,000 metric tons. Arrivals of  
pigs at 20 of the most important German  
markets were 57,000, the top price of which  
was 17.30c per pound. This compares with  
receipts for the same week of 1925 of 58,000,  
the top Berlin price of which was 17.3 per  
pound, liveweight.

Stocks of prime oleo oil on the Rotter-  
dam market were exhausted, while the de-  
mand for all animal fats, with the exception  
of refined lard, was poor. The price range  
of animal fats on this market is indicated in  
the table below.

The Liverpool market remains about the  
same, with stocks generally medium with  
poor consumptive demand.

The total of pigs bought alive and in car-  
cass form for bacon curing in Ireland dur-  
ing the week was 18,000, compared with 14,-  
000 for the same week of last year.

The estimated slaughtering of hogs in  
Denmark for the week was 56,000.

Hamburg.			PRICES
STOCKS DEMAND			Cents per lb.
Refined lard .....	Lt.	Poor	.....
Fat backs .....	Lt.	Poor	.....
Frozen livers .....	Lt.	Avg.	No report
Rotterdam.			
Ex. natural lard .....	Med.	Poor	19.47@19.66
Ex. oleo oil .....	Med.	Poor	@14.74
Prime oleo oil .....	Lt.	Poor	.....
Extra oleo stock .....	Med.	Poor	14.20@14.38
Fat backs .....	Med.	Poor	.....
Refined lard .....	Med.	Avg.	.....
Extra premier jus .....	Hvy.	Poor	.....
Antwerp.			
Refined lard .....	Lt.	Poor	No report
Pienies .....	Lt.	Poor	.....
Fat backs .....	Lt.	Poor	.....
Liverpool.			
Hams, AC, light .....	Med.	Poor	.....
Hams, AC, heavy .....	Med.	Poor	.....
Hams, long cut .....	Med.	Poor	.....
Pienies .....	Med.	Poor	No report
Square shoulders .....	Med.	Poor	.....
Cumbe, light .....	Med.	Poor	.....
Cumbe, heavy .....	Med.	Poor	.....
Am. Wiltshires .....	Med.	Poor	.....
Clear bellies .....	Med.	Poor	.....
Ref. lard in boxes .....	Med.	Poor	.....

## NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and  
local slaughter under federal inspection  
for New York City, N. Y., are officially  
reported for the week ending July 3,  
1926, with comparisons, as follows:

	Week ending July 3.	Prev. week.	Cor. week. 1925.
Western dressed meats:			
Steers, carcasses	8,518½	8,002	6,797
Cows, carcasses	366	109	403
Bulls, carcasses	101	6	291½
Veals, carcasses	8,634	3,936	8,207
Hogs and pigs			
Lambs, carcasses	21,310	9,120	16,825
Mutton, carcasses	5,516	1,623	3,375
Beef cuts, lbs.	200,084	230,898	151,805
Pork cuts, lbs.	1,031,700	988,449	941,271
Local slaughters:			
Cattle	10,311	9,893	9,269
Calves	15,240	16,441	15,688
Hogs	32,798	33,004	31,908
Sheep	47,539	44,457	40,854

## PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and  
local slaughter under city and federal in-  
spection at Philadelphia, Pa., are officially  
reported as follows for the week ending  
July 3, 1926, with comparisons:

	Week ending July 3.	Prev. week.	Cor. week. 1925.
Western dressed meats:			
Steers, carcasses	2,689	2,680	2,309
Cows, carcasses	829	810	293
Bulls, carcasses	148	260	129
Veals, carcasses	1,929	2,441	1,667
Lambs, carcasses	8,544	10,223	6,454
Mutton, carcasses	1,399	2,163	794
Pork, lbs.	323,179	353,091	356,796
Local slaughters:			
Cattle	2,310	2,151	2,186
Calves	3,338	3,074	2,801
Hogs	12,794	14,212	11,085
Sheep	4,977	3,836	6,516

# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—The market for tallow the past week has been rather quiet but somewhat steadier with the undertone rather firm. Export business took the surplus off the market about a week or so ago, and placed producers in a stronger position, with the result that offerings were firmly held on a basis of 8½¢ for extra New York although no business has been accomplished that high as yet.

Consumers were not inclined to follow the upturn. But generally the grease markets showed some improvement in tone which gave a healthier appearance to the tallow situation in view of the sharp break in values recently.

At New York special was quoted at 8¼¢; extra, 8¾¢@8½¢ f.o.b.; and edible 10¢ nominal.

At Chicago the market was rather quiet on tallow but was steady with edible quoted at 11¢; fancy, 8¾¢; prime packer, 8¼¢@8½¢; and No. 1, 8¢.

At the London auction on Wednesday, July 7, 415 casks were offered and 234 sold at prices unchanged from the previous week with mutton and beef quoted at 44s@45s 6d and good mixed at 42s@44s. At Liverpool Australian tallow was unchanged with fine quoted at 45s and good mixed at 44s 3d.

**STEARINE**—The market has been irregular the past week, prices rallying ¼¢ to 1¼¢ sales. But demand was slow on the upturn and later in the week business was accomplished at 14¢ New York at which level oleo was quoted.

At Chicago oleo was quoted at 14@14½¢.

**OLEO OIL**—The market was steady but very quiet with extra quoted New York at 14½¢; medium, 14¼¢@14½¢; and lower grades, 12½¢ nominal.

At Chicago extra quoted at 14½¢.

SEE PAGE 37 FOR LATER MARKETS.

**LARD OIL**—An easier trend was in evidence the past week although the edible grades were relatively firm. Consuming demand improved somewhat. At New York edible quoted at 19½¢; extra winter, 15¾¢; extra, 14¼¢; extra No. 1, 12¼¢; No. 1, 11¾¢; No. 2, 11½¢.

**NEATSFOOT OIL**—A moderate trade and an easier market was the feature in this quarter, with some easing in raw materials and with buying mainly for immediate requirements. At New York pure quoted at 16¼¢; extra, 12¾¢; No. 1, 12¼¢ and cold test 18¾¢.

**GREASES**—A limited volume of trade with business largely of a routine character but the undertone steadier featured the grease market the past week. A firmer tone in tallow helped somewhat and offerings were fairly well held.

At New York house was quoted 7¾¢@8¢; yellow, 8@8¼¢; A white, 8½¢@8¾¢; B white, 8@8¼¢; and choice white all hog at 10¾¢.

At Chicago the market on greases was rather quiet with choice white quoted at 9¾¢; A white, 9¼¢@9½¢; B white, 8¾¢; yellow, 7½¢@7¾¢; brown, 7¢.

### "BOSS" OUTFIT PLEASURES.

D. Wall, proprietor of the cold storage and packing plant at Sturgis, Mich., has lately installed a "Boss" hog and beef killing outfit. He writes The Cincinnati Butchers' Supply Co. that he is well pleased with the setting up of the machinery and that it is working fine. He closes with "I am surely well pleased."

## Packhouse By-Products

Chicago, July 8, 1926.

### Blood.

Buyers had ideas of \$4.25 per unit basis Chicago against sellers' asking price of \$4.75 for high-grade ground.

	Unit ammonia.
Ground, 11 to 12% ammonia.....	\$4.50@4.75
Crushed and unground.....	4.25@4.50

### Digester Hog Tankage Materials.

Prices held firm at last week's sensational advance, with offerings unusually scarce for this time of the year.

	Unit ammonia.
Ground, 7 to 12% ammonia.....	\$4.75@5.50
Unground, 11 to 13% ammonia.....	4.75@5.25
Unground, 6 to 10% ammonia.....	4.25@4.65
Liquid stick, 8 to 12% ammonia.....	3.50@3.75

### Fertilizer Materials.

Sellers had too high price ideas, according to the buyers, and trade was practically at a standstill.

	Unit ammonia.
High grade, ground, 10-11% ammonia.....	\$3.50@3.75
Lower grade, ground, 6-8% ammonia.....	3.25@3.40
Medium to high grade, unground.....	3.25@3.50
Lower grade and renderers', unground.....	2.90@3.15
Bone tankage, unground.....	3.25@3.75
Hoof meal.....	3.75@4.00
Grinding hoofs, per ton.....	40.00@42.00

### Bone Meals.

Owing to the sharp advance in asking prices, this branch of the market remained very quiet.

	Per Ton.
Raw bone meal.....	\$38.00@52.00
Steam, ground.....	34.00@42.00
Steam, unground.....	28.00@30.00

### Cracklings.

Demand was good at last week's price gain, with offerings of scant proportions.

	Per Ton.
Pork, according to grease and quality.....	\$85.00@90.00
Beef, according to grease and quality.....	55.00@80.00

### Horns, Bones and Hoofs.

Prices held steady, with demand from the Far East practically shut off.

	Per Ton.
Horns.....	\$75.00@200.00
Round shin bones.....	45.00@48.00
Flat shin bones.....	42.00@45.00
Thigh, blade and buttock bones.....	40.00@45.00
Hoofs.....	38.00@40.00

(NOTE—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

## Gelatine and Glue Stocks.

Sellers and buyers were too far apart in their price views to admit of trading.

	Per Ton.
Kip and calf stock.....	\$31.00@36.00
Rejected manufacturing bones.....	40.00@42.00
Horn piths.....	35.00@36.00
Cattle jaws, skulls and knuckles.....	36.00@37.00
Sinews, pizzles and hide trimmings.....	23.00@25.00

### Animal Hair.

Buyers had lower price ideas, but offerings were few and far between.

	Per Pound.
Coll and field dried.....	3 @ 5¼
Processed.....	7 @ 11
Dyed.....	8 @ 12
Cattle switches (115 for 100), each.....	4 @ 5¼

### Pig Skins.

Sellers were uninterested in buyers' lower bids.

	Per Pound.
Tanner grades.....	6 @ 7
Edible grades, unassorted.....	4¼ @ 4½

## EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, July 7, 1926.—There is such a small quantity of ground tankage for sale that the producers are holding firm at \$4.25 & 10¢ f.o.b. New York. Last sale was at \$4.00 & 10¢ f.o.b. New York. Un-ground suitable for feeding is in good demand, but offerings are limited and production is light at present.

Sales of unground fish scrap were made at \$3.80 & 10¢ f.o.b. fish factories Virginia, and some sellers are looking for higher prices as the catch so far has been below normal.

South American tankage is scarce and no offerings are on the market. South American ground blood is held at \$4.10 c.i.f. U. S. ports.

The new sulphate of ammonia or cyanamid prices are not out as yet, and no change has been made in nitrate of soda prices for future delivery. Foreign nitrogenous material is still being offered at low prices, which range from \$3.10 to \$3.25 c.i.f., according to shipment.

## LARD AND GREASE EXPORTS.

Exports of lard from New York, July 1 to July 7, 5,039,950 lbs.; tallow, none; greases, 453,900 lbs.; stearine, none.

## APRIL BY-PRODUCTS YIELDS.

The estimated average yield and production of animal by-products from slaughter under Federal inspection for the month of April, 1926, with comparisons, compiled and reported as follows by the U. S. Department of Agriculture:

Class	Average weight per animal		Per cent of live weight		Production				Per cent April, 1926 is of average.
	April 1, 1925 to Mar. 31, 1926.	April, 1926.	April 1, 1925, to Mar. 31, 1926.	April, 1926.	April average 1921-1925	April, 1925.	April, 1926.		
	Lbs.	Lbs.	P. ct.	P. ct.	1,000 lbs.	1,000 lbs.	1,000 lbs.		
Edible beef fat <sup>1</sup> .....	34.05	43.73	3.04	4.49	340,256	28,904	29,704	33,087	114.47
Edible beef offal.....	28.44	29.25	2.08	3.00	278,633	18,061	20,882	22,131	122.33
Cattle hides.....	64.50	65.44	6.78	6.71	638,538	43,231	47,444	50,097	115.88
Edible calf fat <sup>1</sup> .....	1.28	0.95	0.72	0.62	6,777	406	451	437	107.64
Edible calf offal.....	6.44	5.94	3.65	3.86	34,429	2,399	2,906	2,734	113.96
Lard <sup>2</sup> .....	35.22	46.07	15.10	17.05	1,429,480	130,280	106,056	129,745	97.29
Edible hog offal.....	5.96	6.18	2.57	2.57	242,622	16,401	15,723	19,118	116.57
Pork trimmings.....	12.10	12.60	5.26	5.24	496,394	34,071	33,840	38,979	114.41
Inedible grease <sup>2</sup> .....	2.97	3.74	1.28	1.56	121,189	10,811	9,110	11,611	107.40
Sheep edible fat <sup>1</sup> .....	2.26	2.66	2.76	3.14	27,748	2,673	2,761	2,643	98.88
Sheep edible offal.....	1.87	2.03	2.29	2.39	23,153	1,570	1,759	2,017	128.47

<sup>1</sup> Unrendered.

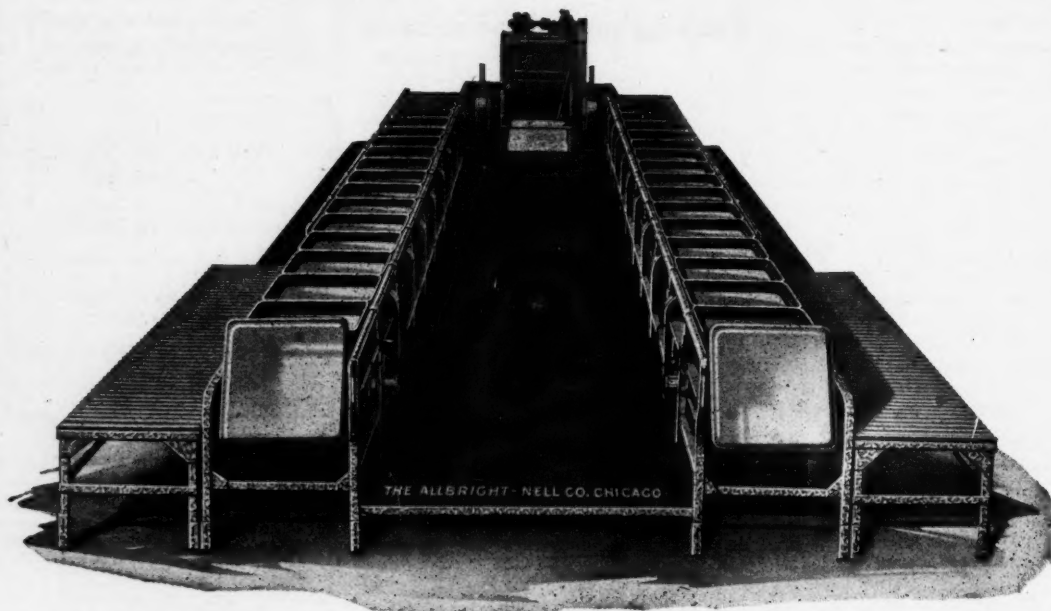
<sup>2</sup> Rendered.

## THE KENTUCKY CHEMICAL MFG. CO., Inc.

COVINGTON, KY. Opposite Cincinnati, Ohio

## Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed



Hog Viscera Inspection  
Table No. 16

Patented

## VISCERA INSPECTION TABLES

Elimination of the many inconveniences incidental to the handling of retained carcasses and viscera has put a universal stamp of approval on ANCO Viscera Inspection Tables. Installations in more than 125 plants have revealed innumerable time-saving features which make the investments highly profitable.

The original aim of our engineers was to simplify and eliminate non-essentials in this department of the packinghouse, and the principles involved in the ANCO Viscera Inspection Tables stand today as an achievement acknowledged by packers everywhere.

Variable conditions and requirements, as well as department layouts, prohibit the manufacture of a stock or standard Inspection Table. To fully utilize the ANCO principles, each table is built to meet the special requirements of each plant. One of our engineers, therefore, assists in the planning of the table, and manufacture is completed in accordance with these individual specifications. Satisfactory performance is thus insured.

We shall be glad to discuss this problem with you, and our corps of experts is at your service in remodeling or installing new methods in this department of your plant.

# THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard, CHICAGO, ILL.

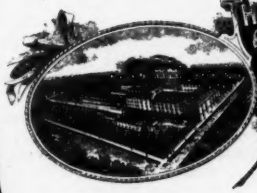
Western Office: E. D. Skinner, 1731 W. 43rd Place, Los Angeles, Calif.

**ANCO**



Installation of Laabs Cookers at The Henry Burkhardt Packing Co., Dayton, Ohio.





**THE HENRY BURKHARDT PACKING CO.**  
 225 SOUTH IRWIN ST.  
 CHICAGO, ILL.  
 JULY 1, 1926.

The Allbright-Nell Co.,  
 5323 S. Western Blvd.,  
 Chicago, Ill.

Gentlemen:

Laab's Sanitary Rendering Process and Apparatus.

In regard to the above subject, we are very glad to be able to tell you that we are very pleased with our installation of Laab's equipment. We have now had it in constant operation for several months.

The volume of our cracklings is considerably greater than the volume of fertilizer which we were producing from equal amount of material, and the value of the cracklings is much greater.

The Grease which we produce is equally as good as that which we made in our old wet rendering system.

The equipment certainly works fine, and in addition, is now one of the nicest departments of our plant, as the sanitary conditions prevalent with Laab's cooker equipment are so far superior to those of any plan where steam rendering tanks, hydraulic presses and fertilizer dryers are utilized.

We will be glad to have you refer any prospective customers to us.

Very respectfully,  
 THE HENRY BURKHARDT PACKING CO.  
 BY *A. W. Hamel* Supt.

**LAABS  
 SANITARY  
 RENDERING  
 UNITS**

## Greater Volume and Greater Value

The real value of any piece of equipment or system can be positively judged by results obtained under everyday working conditions over a period of months. That is the test upon which Laabs Sanitary Rendering Unit has been judged by the Henry Burkhardt Packing Co. Their experience is no different in general results obtained than all other plants with Laabs installations.

This endorsement should carry unusual weight with plants where there is room for improvement in the rendering department.

Your inquiry on any point regarding Laabs equipment will have prompt attention.

# THE ALLBRIGHT-NELL CO.

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**It means a big saving**



To purchase a guaranteed, strong, power-saving, Tank-age, Glue and Fertilizer Grinder at  
**\$300.00 to \$495.00 f.o.b. factory**  
seems almost unbelievable, but it is a fact.  
Large-scale production plus standardization enables us to quote this price. It's a real good "buy" and guaranteed to give satisfaction at the lowest operating cost.

**Write today**  
**Newman Grinder & Pulverizer Co.**  
214-216 S. Wichita St., Wichita, Kansas  
Distributors  
The Cincinnati Butchers' Supply Co., Chicago-Cincinnati  
The Allbright-Nell Co., Chicago

#### INTERSTATE COMMITTEES.

The following standing committees of the Interstate Cottonseed Crushers' Association have been announced for the ensuing year by President F. N. Bridgers, of Wilson, N. C.:

**Executive Committee.**—F. N. Bridgers, Wilson, N. C., president; S. W. Wilbor, Paris, Tex., vice-president; J. E. Byran, Alexandria, La., vice-president; Harry Hodgson, Athens, Ga., vice-president; T. O. Asbury, New Orleans, La.; Wright Youtsey, Cincinnati; and one more to be elected later.

**Rules Committee.**—S. W. Wilbor, Paris, Tex.; J. I. Morgan, Farmville, N. C.; P. D. McCauley, Atlanta, Ga.; R. T. Doughtie, Helena, Ark.; C. R. Van Valkenburgh, Chickasha, Okla.; P. C. Claiborne, Dallas, Tex.; W. A. Sherman, Houston, Tex.; W. D. Lowe, Newton, Miss.; Mercer Reynolds, Chattanooga, Tenn.; F. M. Barnes, Cincinnati, O.; E. T. George, New Orleans, La.; Fred E. Culvern, Kershaw, S. C.

**Appeals Committee.**—W. A. Sherman, Houston, Tex., chairman; R. L. Hamilton, Corsicana, Tex.; John W. Todd, New Orleans, La.; P. R. Lamar, Atlanta, Ga.; A. G. Kahn, Little Rock, Ark.; E. T. Allen, Montgomery, Ala.; Harris Barksdale, Jackson, Miss.; F. W. McKee, New York, N. Y.; C. R. Van Valkenburgh, Chickasha, Okla.; E. E. Clarke, Memphis, Tenn.

**Grievance Committee.**—P. F. Cleaver, chairman, Conway, Ark.; Russell Acree, Columbia, S. C.; S. J. Cassels, Montgomery, Ala.

**Insurance Committee.**—H. A. White, chairman, Greenville, N. C.; H. F. Cornwall, New York, N. Y.; H. E. Wilson, Wharton, Tex.

**Chemists' Committee.**—T. C. Law, chairman, Atlanta, Ga.; C. B. Cluff, Ivorydale, Ohio; E. R. Barrow, Memphis, Tenn.; Claude E. McLean, Ada, Okla.; J. J. Voltertsen, Chicago, Ill.

**Committee on Extension of Cottonseed Products.**—T. C. Law, chairman, Atlanta, Ga.; W. Youtsey, Cincinnati, O.; Russell Acree, Columbia, S. C.; E. L. Cocke, Atlanta, Ga.; P. F. Cleaver, Conway, Ark.; H. E. Wilson, Wharton, Tex.; J. A. Ryn-dak, Ada, Okla.; Louis N. Geldert, secretary of the committee, Memphis, Tenn.

**Commerce Relations Committee.**—F. W. McKee, chairman, New York, N. Y.; George W. Covington, Hazelhurst, Miss.; R. E. Montgomery, Palestine, Tex.

**Traffic Committee.**—Hugo Ignatius, chairman, Cincinnati; H. P. Friedman, Portsmouth, Va.; Ed. P. Byars, Fort Worth, Tex.; H. C. Forrester, Meridian, Miss.; S. R. Barnett, New Orleans, La.

**Committee on Research in Co-operation with Inter-Bureau Committees of U. S. Agricultural Department.**—E. R. Barrow, chairman, Memphis, Tenn.; P. S. Tilson, Houston, Tex.; David Wesson, New York, N. Y.; H. J. Morrison, Ivorydale, Ohio; W. D. Richardson, Chicago, Ill.; Louis N. Geldert, secretary of committee, Memphis, Tenn.

**Committee on Standardization of Linter Grades.**—A. K. Burrow, chairman, Memphis, Tenn.; T. J. Kidd, Birmingham, Ala.; Edgar L. Pearson, Houston, Tex.; S. W. Wilbor, Paris, Tex.; J. H. Turbeville, Jackson, Miss.; P. R. Lamar, Atlanta, Ga.

**Committee on Seed Grading.**—W. H. Jasspon, chairman, New York, N. Y.; W. A. Sherman, Houston, Tex.; W. M. Hutchinson, Atlanta, Ga.; W. F. Pendleton, Dallas, Tex.; R. T. Doughtie, Helena, Ark.; R. K. Brodie, Cincinnati, Ohio; T. C. Law, Atlanta, Ga.

**Special Committee to Confer with Similar Committee from Produce Exchange on Trading Rules, etc.**—Ed. Woodall, chairman, Dallas, Tex.; F. W. McKee, New York; George W. Covington, Hazelhurst, Miss.; A. D. Geoghegan, New Orleans, La.; J. J. Lawton, Hartsville, S. C.

**Special Committee to Confer with Similar Committee from American Feed Manufacturers' Association on Rules.**—Alfred G. Kahn, chairman, Little Rock; T. C. Law, Atlanta, Ga.; W. Youtsey, Cincinnati, O.; L. P. Brown, Jr., Memphis, Tenn.

#### SAYS MARGARINE IS GOOD FOOD.

Certain state and other officials sometimes advocate the use of butter instead of margarine in state institutions on the ground that it "helps the state's dairy industry." That the use of margarine instead of butter in such places would do just as much to help the beef and pork industries of the state is the rightful contention of Dr. J. S. Abbott, secretary of the Institute of Margarine Manufacturers.

In a recent letter to the Secretary of Agriculture of South Dakota, Dr. Abbott defends margarine in a vigorous fashion, and points out the fact that the producers of the ingredients from which margarine is made are also farmers and entitled to as much consideration as the dairymen.

Dr. Abbott's letter is as follows:

The Secretary of Agriculture,  
Pierre, S. D.

Dear Sir:

You are reported in the press as favoring the purchase of butter by your state institutions rather than the purchase of oleomargarine, on the ground that the use of butter in such institutions would aid in building up the state's dairy industry. The use of oleomargarine by state institutions could just as well be regarded as aiding in building up the beef and pork industries of your state.

I am enclosing herewith a copy of our Bulletin No. 3, which will give you information on the kinds and quantities of the several ingredients used in the manufacture of margarine as they have been published by the Bureau of Internal Revenue and the U. S. Department of Agriculture. You will note that these ingredients are themselves farm products, the producers of which are also entitled to consideration.

There are many good citizens in your state who are practicing economy by purchasing and using oleomargarine. If these good citizens who are helping to furnish your state institutions money to buy food are economizing in this way, it would seem perfectly proper for your state institutions to do likewise.

Respectfully,

(Signed) J. S. Abbott, Secretary,  
Institute of Margarine Manufacturers.

#### NOT OF KAESLIN BROS.

An item in a recent issue THE NATIONAL PROVISIONER referring to the connection of Andrew Kaeslin with the Allbright-Nell Company inadvertently stated that the firm of Kaeslin Bros., well-known packers' supply house of Baltimore, Md., had been discontinued. This was an error, as the business is still being continued as usual. The interest of Andrew Kaeslin in this firm was bought out in September of last year by his brothers, J. T. and V. W. Kaeslin, and there has been no other change in the partnership organization.

#### COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, July 1 to July 7, none.

**The Blanton Company**

St. Louis, U. S. A.

Refiners of

**Salad Oil**

**Give Us Inquiries on Carloads  
Pleased to Submit Samples**

Selling Agencies at

New York Philadelphia Pittsburgh  
Memphis

Yegg's Code, Eighth Edition

## VEGETABLE OILS

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**Trade Moderate—Prices Irregular—Undertone Firm—Cash Trade Moderate—No Pressure Actual Oil—Cotton Reports Less Favorable.**

Activity in cotton oil futures on the New York Produce Exchange the past week has been quite moderate and prices continue to move rapidly in both directions with commission house orders. Conditions in general showed no particular change from that prevailing of late and consequently, with interest on both sides purely speculative, the market quickly became overbought or oversold.

In a broad way, the market was not as weak as appeared on the surface, as the undertone was persistently firm. Particularly was this true of the actual oil situation.

#### Little Pressure on Cash Oil.

Absence of pressure of cash oil continued to make for relative strength in the nearby futures where the short interest appears to be at quite a disadvantage. It is estimated that the short interest in July that must cover is in the neighborhood of 4,000 to 5,000 bbls.

There have been no tenders on July contracts the past week, and there is little likelihood of further deliveries barring undue high levels the next few weeks. The stock of oil at New York is not large enough to "bully" the trade, and the smallness of the available supply, leaves the market, technically speaking, without a balance wheel, which is disadvantageous to the short seller.

An easier trend in lard was partly responsible for some selling and liquidation in oil and the lard reports attract some attention. But these reports are not indicative of immediate supply situation and refer in the main to future prospects.

#### Market Interested in Next Months.

The oil market at present is not seriously interested with the last months of this year or the new year, but is vitally influenced by what may take place during July, August, September and the first half of October.

How anyone in the trade can figure on any undue pressure of actual oil on the market during that period is difficult to see, yet there are many who are bearish on the market on the price. Cash demand, it is true, has been quiet to fair, but it

is understood that deliveries against old orders have been large and will be reflected in the coming Government oil report due within a week.

There are some who are figuring on a revision in last month's report, but in the past such prospects have not been profitable to bank upon. The indications are that the June distribution will show up very well and in fact a distribution during the month of anything like 200,000 bbls. cannot help but make for tightness in old oil the balance of this season and the early part of the new season.

On this assumption or analysis, there are many who believe it quite possible for oil prices to get back to the high point recently made, and some are even predicting that October will make new high levels on the crop.

#### Buying and Selling Scattered.

The buying as well as the selling the past week has been of a scattered nature.

### SOUTHERN MARKETS.

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., July 8, 1926.—New Orleans cotton oil futures easily influenced this week by new crop cotton news, shorts fearing the effects of the hopper now doing destructive work in several states. Further unfavorable reports and a bullish June cotton oil consumption report are predicted, and are likely to bring about quick and substantial advances as buying inquiries reveal scarcity and a firmness on part of small holders with very limited number tanks for sale.

July sold on exchange here today at 14.50c. Practically no new crop crude offering since recent declines and good portion of September production already sold by South Texas mills. Only limited supply expected to come on market for September unless at considerably higher prices as crop still two to three weeks late.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., July 8, 1926.—Prime cotton seed delivered Dallas, nominal; prime crude cottonseed oil, 12½c b; 43 per cent cake and meal, \$29.00; hulls, \$7.00; linters, mill run, 3@5c. No trading.

The outstanding feature possibly has been the fact that the breaks have failed to result in very much liquidation and have failed to catch stop loss orders.

October sold down to 12.15c on three different occasions only to rebound sharply from that figure and this week got down to 12.18c only to recover quickly. Notwithstanding the market's action, the general expectation appears to be for continued erratic movements both ways, but it is noticeable that on the breaks the shorts, particularly the larger ones in October, have been steadily showing a disposition to cover.

The latter probably had been due to some extent, to continued rainy and unfavorable weather in the cotton belt which has been favorable for the progress of the weevil and also too much talk of flea damage to the young bolls. The cotton market showed a somewhat better tone and the strength in the grain market was not without a sympathetic influence in oil.

Old crop crude came out in a small way, the valley ranging from 13 to 12½c on nearby, around 12c for first half August. This crude apparently reflected the after-planting run of seed to some extent which reports indicate have been quite moderate.

#### Progress of Cotton Crop a Factor.

The progress of the cotton crop will naturally cut some figure in the value of the new crop positions. But with an apparent limited supply of old oil, the new crop situation would easily be outweighed the next few months.

The question of the size of the short interest in each delivery as it rolls around is of vital importance. And, although the sympathetic effect of the action in other markets will most likely continue to be seen, the important feature in the oil market from an unbiased standpoint is the lack of pressure of cash oil anywhere on the market, prospects that little or no oil will find its way to the New York market for delivery until new oil moves freely, and the fact that the result of those features a short must in the main cover in the ring.

Incidentally it may be well to note that in former seasons when the carryover of old oil was light, it has taken two to three months to fill up all the holes after the new crop started to roll to market. There is no particular reason as far as one can see why this season with the

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## New Orleans — the Logical Market for Refined Cottonseed Oil

In testimony given before a Committee of the United States Senate the rules of the New Orleans contract market were pointed to as a model for others to follow. This market was established for the benefit of the cotton oil trade, less than a year ago, but it is now functioning as well or better than was to be expected. It is broadening rapidly and furnishes an ideal facility for consumers, refiners, crude oil producers and others who may find it useful.

The contract is for 30,000 pounds of refined oil in bulk, and an indemnity bond guarantees weight and grade, at the time of delivery.

Write the Trade Extension Committee, Room 511 Cotton Exchange Building, for information, rules, etc.

### NEW ORLEANS COTTON EXCHANGE New Orleans, La.

prospects of a light carryover should be any different than the past seasons of history.

**COTTONSEED OIL.**—Market transactions:

Friday, July 2, 1926.

Sales. High. Low. Bid. Asked.  
—Range— Closing—

Spot	.....	1460	a	.....
July	.....	1465	a	1425
Aug.	.....	1450	a	1550
Sept.	.....	1800	1360	1340 1349 a 1361
Oct.	.....	5700	1249	1218 1232 a
Nov.	.....	2000	1095	1060 1080 a
Dec.	.....	1200	1052	1030 1052 a
Jan.	.....	200	1030	1030 1040 a 1045
Feb.	.....	.....	1040	a 1060

Total Sales, including switches, 10,900 bbls. P. Crude S. E. Nom'l.

Saturday, July 23, 1926.

(No Session.)

Monday, July 5, 1926.

(No Session.)

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In Barrels or Tanks  
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**COTTON OIL FUTURES**  
On the New York Produce Exchange

Tuesday, July 6, 1926.

Sales. High. Low. Bid. Asked.

Spot	.....	1500	a	1600
July	.....	1500	a	1600
Aug.	.....	1485	a	1550
Sept.	.....	2200	1363	1328 1363 a
Oct.	.....	3500	1241	1218 1239 a 1240
Nov.	.....	600	1106	1079 1106 a 1105
Dec.	.....	1100	1075	1048 1075 a
Jan.	.....	700	1050	1050 1067 a 1088
Feb.	.....	.....	1060	a 1090

Total Sales, including switches, 8,100 bbls. P. Crude S. E. Nom'l.

Wednesday, July 7, 1926.

Sales. High. Low. Bid. Asked.

Spot	.....	1500	a	.....
July	.....	200	1530	1525 1520 a 1550
Aug.	.....	100	1530	1530 1520 a 1550
Sept.	.....	2900	1398	1378 1388 a
Oct.	.....	6500	1257	1244 1252 a 1251
Nov.	.....	1300	1120	1110 1113 a 1116
Dec.	.....	100	1075	1075 1070 a 1083
Jan.	.....	.....	1072	a 1090
Feb.	.....	.....	1070	a 1090

Total Sales, including switches, 11,100 bbls. P. Crude S. E. Nom'l.

Thursday, July 8, 1926.

Sales. High. Low. Bid. Asked.

Spot	.....	1525	a	.....
July	.....	1555	1555	1525 a 1600
Aug.	.....	.....	1525	a 1575
Sept.	.....	1395	1385	1395 a 1397
Oct.	.....	1253	1244	1252 a 1254
Nov.	.....	1117	1108	1109 a 1115
Dec.	.....	.....	1065	a 1080
Jan.	.....	.....	1069	a 1071
Feb.	.....	.....	1060	a 1080

SEE PAGE 37 FOR LATER MARKETS.

**COCONUT OIL.**—A rather inactive market continued to feature coconut oil with buyers and sellers apart in their ideas and both sides holding off and awaiting developments. The slightly better tone in tallow tended to increase the holding tendency on the part of coconut oil sellers, but buyers apparently have satisfied their immediate requirements.

At New York the market was nominal with tanks quoted at 10 $\frac{3}{4}$ c and futures at 10 $\frac{3}{4}$ c. At the Pacific coast spot tanks quoted at 10c and futures at 9 $\frac{1}{2}$ c.

**SOYA BEAN OIL.**—The market was quiet and steady with a lack of selling pressure and a fair inquiry. Smallness of spot stocks helped prices but created a more or less nominal position. At New York spot tanks were quoted at 11 $\frac{1}{4}$ c, while at the Pacific coast July-August tanks nominally quoted at 10 $\frac{3}{4}$ c.

**PALM OIL.**—Fair interest was in evidence from consumers but scarcity of spot and nearby supplies made for a firm undertone. Steadier feeling in tallow was a helpful influence.

At New York Nigre spot casks quoted at 8 $\frac{1}{4}$ ; shipment at 8c; Lagos spot casks, 8 $\frac{1}{2}$ @8 $\frac{3}{4}$ c; shipment, 8 $\frac{1}{2}$ c.

**PALM KERNEL OIL.**—Demand was rather limited, partly due to the holidays,

but inquiry was fair and the market very steadily held with limited offerings. At New York spot casks quoted at 10 $\frac{1}{4}$ c; shipment, 10 $\frac{1}{4}$ c; spot tanks, 10 $\frac{1}{4}$ c; and spot barrels, 10 $\frac{3}{4}$ @11c.

**CORN OIL.**—The market was quiet as far as demand was concerned and is barely steady with prices f.o.b. mills quoted at 12 $\frac{3}{4}$ c although at New York resale stuff was reported available somewhat under manufacturers' prices.

**PEANUT OIL.**—Market nominal.

**SESAME OIL.**—Market nominal.

**COTTON OIL.**—The market has been irregular with demand fair to dull. But there is no pressure of actual oil anywhere and refiners continue to hold prices strongly. At New York refined barrels quoted at 16@16 $\frac{1}{4}$ c. Valley crude 13c nearby; first half August, 12@12 $\frac{1}{4}$ c.

### PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States, during the week ending July 3, 1926, with comparisons, are reported by the U. S. Department of Commerce as follows:

	Hams and Shoulders, Including Wiltshires.				
	Jan. 1, 1926*		to		Jan. 3, 1926
	July 3, 1926.	July 4, 1926.	June 26, 1926.	July 3, 1926.	
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	1,072	3,051	1,138	108,245	
To Belgium	.....	25	.....	1,328	
United Kingdom	854	3,419	1,073	92,709	
Other Europe	.....	.....	.....	1,133	
Cuba	195	191	51	4,543	
Other countries	23	10	14	6,492	

Bacon, Including Cumberlands.				
Total	2,097	2,829	2,143	96,987
To Germany	265	144	.....	9,912
United Kingdom	1,988	2,135	1,885	60,101
Other Europe	407	544	188	14,715
Cuba	.....	1	12	9,138
Other countries	37	5	108	3,121

Lard.				
Total	12,594	9,355	7,725	380,621
To Germany	5,332	1,771	871	121,074
Netherlands	1,290	354	1,209	26,906
United Kingdom	3,073	5,582	2,922	122,793
Other Europe	219	539	176	21,162
Cuba	1,262	720	1,884	43,094
Other countries	518	380	683	45,629

Pickled Pork.				
Total	79	76	131	13,509
To United Kingdom	18	.....	6	1,553
Other Europe	7	.....	12	1,239
Canada	.....	50	63	3,907
Other countries	54	14	50	6,900

TOTAL EXPORTS BY PORTS.				
	Hams and shoulders	Bacon	Lard	Pickled pork
	M lbs.	M lbs.	M lbs.	M lbs.
Total	1,072	2,097	12,594	79
Boston	.....	12	578	6
Detroit	854	637	1,580	7
Port Huron	.....	.....	.....	.....
Key West	184	.....	808	48
New Orleans	34	11	822	18
New York	2,037	8,656	.....	.....
Philadelphia	.....	.....	.....	.....

\*Corrected to May 31.

DESTINATION OF EXPORTS.				
	Hams and shoulders	Bacon	Lard	Pickled pork
	M lbs.	M lbs.	M lbs.	M lbs.
Exported to:				
United Kingdom (total)	.....	854	1,988	
Liverpool	.....	286	1,158	
London	.....	129	622	
Manchester	.....	8	.....	
Glasgow	.....	120	27	
Other United Kingdom	.....	311	181	
Exported to:				
Total Germany	.....	.....	5,332	
Hamburg	.....	.....	8,107	
Other Germany	.....	.....	225	

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July 10, 1926.

THE NATIONAL PROVISIONER

37

## THE WEEK'S CLOSING MARKETS

### FRIDAY'S CLOSINGS.

#### Provisions.

Hog products continued weak the latter part of the week, with hogs, scattered selling, liquidation and poor support. Hogs off nearly one cent from recent highs.

#### Cottonseed Oil.

Cottonseed oil dull but strong; nearby tight; market ignoring lard, owing to the strength in cotton due to unfavorable cotton crop reports. Shorts covering nearby because of absence of pressure on cash oil. July sold at 15 3/4c.

Quotations on cottonseed oil at Friday noon were: July, \$15.60@16.00; August, \$15.37@15.75; September, \$13.95@13.99; October, \$12.56@12.61; November \$11.19; December, \$10.80@10.95; January, \$10.90@11.00; February, \$10.75@10.98.

#### Tallow.

Tallow, extra, 8 1/2c.

#### Oleo Oil and Stearine.

Stearine, oleo, 14c.

#### Hull Oil Market.

Hull, England, July 9, 1926.—(By Cable.) — Refined cottonseed oil, 44s; crude cottonseed oil, 39s 3d.

### FRIDAY'S GENERAL MARKETS.

New York, July 9, 1926.—Spot lard at New York: prime western, \$16.70@16.80; middle western, \$16.55@16.65; city, \$16.37 1/2; refined continent, \$17.37 1/2; South American, \$18.12 1/2; Brazil kegs, \$19.12 1/2; compound, \$17.25.

### FINAL SPRING PIG SURVEY.

The pig crop of the past spring is estimated at some 54,000,000 head by the U. S. Department of Agriculture in its June 1 survey of the entire country, issued July 7. This is one and two-tenths per cent less than the number of pigs in the spring crop of 1925.

The crop for the country as a whole is relatively smaller than that estimated for the Corn Belt states, which appeared in THE NATIONAL PROVISIONER of July 3. That estimate indicated a net increase of about 3 per cent over last year's crop.

The greatest decrease is shown in the North Atlantic States. The Southern groups of states also showed decreases. However, these are not the sections of the country's heaviest hog population.

The increase in the number of sows bred or to be bred for fall farrow in the country as a whole is 39 per cent, and is larger than that for the Corn Belt states alone. This percentage increase varies from 20.3 in the North Atlantic States to 63.8 in the far Western group.

The final report of the June 1 pig survey is as follows:

The Spring pig crop in the United States was 1.2 per cent smaller in 1926 than in 1925. The total estimated Spring pig crop saved in the United States in 1925 was about 54,000,000 head. An increase of 39 per cent in sows bred to farrow this Fall over the number farrowed in the Fall of 1925 is reported.

There was an increase of 1.7 per cent in the number of sows farrowing this Spring over the Spring of 1925, but the average number of pigs saved per litter was smaller this year with a resulting decrease in pigs saved.

All groups of states, except the north, central west and the far western showed

fewer pigs saved this year than last. The largest decrease of 15 per cent was in the North Atlantic states. Both southern groups of states—South Atlantic and South Central—showed decreases although the survey of December, 1925, indicated quite large increases in the number of sows bred to farrow this Spring.

A large increase in breeding for Fall is shown by all groups ranging from 20.3 per cent in the North Atlantic to 63.8 per cent in the far western.

Although there has been a wide spread between sows reported bred in the June survey and sows reported farrowed in the following December survey in previous years, high prices of hogs and the present outlook for feed supplies may cause the intentions to be more nearly carried out this Fall than in any previous Fall.

### DOLD SETTLES SKINNER SUIT.

A recent visit of E. C. Andrews, Chairman of the Board and President of the Jacob Dold Packing Company, to Omaha resulted in the settling of the lawsuit which the Dold Packing Company and the Skinner Packing Company have been involved in for several years. The settlement was made after a few days' negotiations between Mr. Andrews and the Skinner interests.

It is reported that the Dold Packing Company took a ten year lease on the Skinner plant at a reasonable rental, which will give some return over the carrying charges to the stockholders of the Skinner Packing Company.

The settlement of this suit on an equitable basis to both parties has created a great deal of satisfaction among business interests of Omaha, and is a tribute to the good sense of those concerned in the settlement, as it had been thought, because of the strong stand taken by both parties in the past, that a compromise was virtually impossible.

Andrews, who carried out negotiations for the Dold Packing Company, purchased the common stock of the Dold Company in March, and regards the elimination of legal difficulties as a definite step forward in the progress of the Dold Packing Company. The Omaha plant has become one of the principal centers of Dold's large business, and the new working arrangement is such that with the elimination of the lawsuit rapid development of the Omaha business is expected to take place. Frank H. Gaines, attorney, Solon Burkhardt, Omaha manager, and Louis B. Dorr, vice-president and comptroller, assisted Mr. Andrews in the negotiations.

### BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, July 9, 1926.

The general provision market is steady but quiet. There is a fair demand for A.C. hams, clear bellies, square shoulders and pure lard.

Shipments of American meats continue light and spot prices are about steady.

Today's prices are as follows: Shoulders, square, 102s; picnics, 94s; hams, long cut, 137s; bacon, American cut, 132s; Cumberland cut, 118s; short backs, 119s; bellies, clear, 110s; Canadian, 108s; Wiltshire, 106s; spot lard, 82s.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to July 9, 1926, show exports from that country were as follows: To England, 90,018 quarters; to continent, 9,151 quarters; others none.

Exports for the previous week were: To England, 100,360 quarters; to the continent, 72,665 quarters; others none.

## Argentine Beef Situation Conflicting Interests Active for European Trade

(Staff Correspondence of The National Provisioner.)

Buenos Aires, June 15, 1926.

There is a demand for the shipment of live cattle from the Argentine to England for slaughter. English importers and wholesale butchers are holding meetings to try to have the number of live cattle for slaughtering purposes increased.

Several steamers from South America are discharging weekly large numbers of live animals in Belgian ports, where the killing is done and the meat taken in a fresh state to the Smithfield market.

The British Government has raised objection to the import of live cattle from South America because of the danger of introducing anthrax, despite the fact that England is reported to have suffered severely from this disease among the cattle herds of the country.

### Frozen Beef to Germany.

Germany re-commenced high protection against packinghouse products in October, 1925, the exception being made that 100,000 tons of frozen beef could be imported free of duty.

If this exception had not been made, prices for fresh beef with bones in the butcher shops would probably have risen to 45c an American pound. The importation of this large quantity of frozen beef free of duty was a measure of assistance to the laborers in the cities, many of whom are out of employment, and to approximately 2,000,000 to whom the government pays subsidies.

The Argentine trade in corned beef in Germany has been killed by the high duty. Argentine farmers blame the low prices for cattle partly to this German duty, and ask their government to retaliate. The quantity of corned beef which Germany imported from January 1 to October 31, 1925, when the new tariff became effective, was equivalent to 250,000 head of live cattle.

Many complaints come to the Argentine Government from those corn-producing provinces where transport is possible only by rail. There cattle are expensive and very often hard to get, and the English railway companies charge excessive freight rates. With the present low prices for maize and the high cost of production and transportation, it does not pay the Argentine farmer in those far-away districts to continue corn production.


### Beef Slaughter in Argentina.

In the two public slaughterhouses of Buenos Aires and Rosario, and in the frigorificos scattered around Buenos Aires, there were killed 62,000 cattle in the first week of May, 1926. The value of these animals was over \$3,000,000. Of these cattle, 41,400 were steers of 1,150 lbs. live weight and worth \$62 each; 14,400 cows of an average weight of 892 lbs., and a value of \$35 each; and 6,325 calves of 360 lbs. and a value of \$17 each.

During the first four months of 1926 the export of packinghouse products from the Argentine was considerably less, and during these four months a decrease of 290,000

(Continued on page 44.)



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**RECEIPTS AT CENTERS.**

**SATURDAY, JULY 3, 1926.**

	Cattle.	Hogs.	Sheep.
Chicago	2,000	2,000	1,000
Kansas City	500	2,000	150
Omaha	200	4,500	1,200
St. Louis	Holiday	Holiday	Holiday
St. Joseph	550	3,000	1,200
Sioux City	Holiday	Holiday	Holiday
St. Paul	Holiday	Holiday	Holiday
Oklahoma City	Holiday	Holiday	Holiday
Fort Worth	Holiday	Holiday	Holiday
Milwaukee	100	200	2,600
Denver	200	600	...
Louisville	Holiday	Holiday	Holiday
Indianapolis	Holiday	Holiday	Holiday
Pittsburgh	200	1,500	800
Cincinnati	400	...	...
Buffalo	Holiday	Holiday	Holiday
Cleveland	Holiday	Holiday	Holiday
Nashville, Tenn.	400	...	...
Toronto	200	200	100

**MONDAY, JULY 5, 1926.**

	Cattle.	Hogs.	Sheep.
Chicago	...	...	...
Kansas City	10,000	8,000	4,000
Omaha	...	...	...
St. Louis	6,000	15,000	3,000
St. Joseph	2,000	4,000	2,000
Sioux City	3,000	3,000	...
St. Paul	Holiday	Holiday	Holiday
Oklahoma City	1,000	800	...
Fort Worth	5,000	1,200	700
Milwaukee	300	1,000	100
Denver	Holiday	Holiday	Holiday
Louisville	Holiday	Holiday	Holiday
Wichita	600	1,700	200
Indianapolis	1,800	7,500	600
Pittsburgh	1,000	2,000	1,500
Cincinnati	Holiday	Holiday	Holiday
Buffalo	2,000	8,000	1,600
Cleveland	800	2,800	500
Nashville, Tenn.	Holiday	Holiday	Holiday
Toronto	800	500	200

**TUESDAY, JULY 6, 1926.**

	Cattle.	Hogs.	Sheep.
Chicago	18,000	35,000	14,000
Kansas City	13,000	9,000	4,000
Omaha	11,000	7,500	8,500
St. Louis	10,000	11,000	4,000
St. Joseph	2,000	8,000	2,300
Sioux City	3,000	5,000	100
St. Paul	7,000	9,500	100
Oklahoma City	900	700	...
Fort Worth	1,500	300	...
Milwaukee	400	1,000	100
Denver	1,500	1,400	3,500
Louisville	800	800	1,200
Wichita	700	1,800	300
Indianapolis	1,800	8,000	400
Pittsburgh	1,000	2,000	1,500
Cincinnati	2,100	6,500	5,200
Buffalo	100	1,000	100
Cleveland	200	1,000	300
Nashville, Tenn.	500	700	1,100
Toronto	500	800	300

**WEDNESDAY, JULY 7, 1926.**

	Cattle.	Hogs.	Sheep.
Chicago	15,000	17,000	12,000
Kansas City	12,000	9,000	7,000
Omaha	8,000	10,500	12,500
St. Louis	8,000	14,000	3,500
St. Joseph	700	8,000	4,400
Sioux City	4,000	12,500	400
St. Paul	2,300	9,000	200
Oklahoma City	500	700	...
Fort Worth	4,000	300	5,500
Milwaukee	400	200	1,500
Denver	300	300	4,100
Louisville	500	800	1,200
Wichita	200	800	100
Indianapolis	1,300	8,000	700
Pittsburgh	100	1,800	400
Cincinnati	600	3,000	4,400
Buffalo	200	1,700	200
Cleveland	200	1,500	300
Nashville, Tenn.	300	500	1,000
Toronto	400	800	500

**THURSDAY, JULY 8, 1926.**

	Cattle.	Hogs.	Sheep.
Chicago	13,000	33,000	16,000
Kansas City	4,500	10,000	4,000
Omaha	6,000	13,000	6,000
St. Louis	3,000	12,500	3,500
St. Joseph	2,000	10,000	3,500
Sioux City	5,500	13,500	500
St. Paul	2,200	8,000	400
Oklahoma City	1,000	200	...
Fort Worth	3,800	300	3,200
Milwaukee	500	2,000	100
Denver	1,000	2,500	1,700
Louisville	200	1,800	100
Indianapolis	1,200	8,000	600
Pittsburgh	150	1,800	300
Cincinnati	150	5,000	6,800
Buffalo	150	800	100
Cleveland	200	2,500	400

**FRIDAY, JULY 9, 1926.**

	Cattle.	Hogs.	Sheep.
Chicago	5,000	23,000	16,000
Kansas City	1,500	4,000	2,000
Omaha	1,000	10,000	6,000
St. Louis	1,500	14,000	2,000
St. Joseph	500	4,000	3,500
Sioux City	1,500	8,000	300
St. Paul	2,300	9,000	300
Oklahoma City	400	500	...
Fort Worth	3,200	150	300
Milwaukee	100	500	100
Denver	100	300	...
Wichita	300	1,400	100
Indianapolis	600	8,500	600
Pittsburgh	400	3,400	5,800
Cincinnati	150	2,800	400
Buffalo	200	2,500	300
Cleveland	200	2,500	300



## LIVE STOCK MARKETS

## CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)  
Chicago, July 8, 1926.

**CATTLE**—The activity of good and choice lightweight steers and heifers contrasted sharply with the unstable trade on heavy steers throughout the week. The downturn on fed steers scaling 1,200 lbs. and upward was continuous, net losses amounting to 10 to 40c with spots 50c lower on plain qualified kinds of value to sell at \$9.25@9.75.

Mixed steers and heifers sold upward to \$10.65, equaling the week's extreme top. Yearling steers averaging 866 and 920 lbs. also made the price, but the practical top on heavies was \$10.50.

Seizable strings of straight yearling heifers brought \$10.25. At the close, fat but slightly rough 1,400 lb. bullocks sold at \$9.25@9.35 in numerous instances. Thickly covered Texas cake feds brought \$8.75 and \$8.80, scaling 1,200 to 1,400 lbs., and a few northwestern range grass steers made \$7.25@8.50 to killers.

Bulls closed about steady and vealers advanced 50c@1.00. Most light and mediumweight veals brought \$12.00@13.00 to packers late.

**HOGS**—Receipts on late days showed material expansion and weather conditions were unfavorable for consumption of fresh pork. Prices, after reaching the season's peak on early days, fell sharply on late sessions, 35 to 50c measuring the bulk of the decline on most classes.

Best light hogs sold downward to \$14.40 and below at the close, while 200 to 210 lb. averages were sorted at \$14.10. Best 225 to 240 lb. weights closed around \$14.00, while finished 300 to 350 lb. butchers made \$13.00@13.50. Early competition on packing sows was lacking late, leaving the bulk for packers at \$11.00@11.50. Slaughter pigs closed at \$14.40 for best, with odd lots at \$14.00 and under.

**SHEEP**—Compared with week ago, bulk of the fat lambs are closing 40 to 50c lower. Best fat western lambs on the closing day made \$14.80, with the bulk at \$14.50@14.80. Top native lambs made \$14.75 to small killers at the closing session with the packers taking the bulk at \$14.25. Cull natives sold mostly at \$11.00@11.50 and yearlings at \$11.50@12.00.

Bulk of the small supply of fat ewes were taken at \$5.00@6.50, with an extreme top for the week of \$7.00.

## KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)  
Kansas City, Mo., July 8, 1926.

**CATTLE**—Grain fed yearlings and lightweight steers of choice quality closed the week with prices steady, but other killing steers and yearlings slumped 25@50c, medium to good weighty steers showing the most loss. Yearling steers averaging 989 lbs. topped at \$10.40, while long fed 1,569 lb. matured steers reached \$10.25. Bulk of grainfed steers and yearlings cashed from \$8.75@10.00, and Texas cake feds from \$7.75@8.75; common to medium grassers sold largely from \$6.00@7.00.

Fat she stock declined 25@50c with grassy kinds off most. Bulls ruled steady to weak and veal calves were weak to 50c lower with top of \$11.00.

**HOGS**—Best grades of 200 lb. butchers and up are 25@65c lower for the period with the heaviest kinds off most. Light weights and light lights show 10@25c decline.

On today's session choice 160 lb. averages made \$14.50, good 200 lb. weights sold at \$14.10, while 250 lb. butchers cashed at \$14.55. Packing sows slumped 25c with the bulk selling from \$11.50@12.00.

**SHEEP**—Lamb prices registered around

\$1.00 decline with the week's top at \$15.50 paid early for choice Colorados. Late desirable Idahos had to sell at \$14.00 and best natives landed at \$13.75.

Sheep are steady to 25c higher. Texas wethers, carrying some two year olds, brought \$8.75 and fat ewes topped at \$6.75.

## ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)  
E. St. Louis, Ill., July 8, 1926.

**CATTLE**—Compared with one week ago, choice native steers, mixed yearlings, heifers and cows are steady, other native steers and cows 50c lower. Medium and good light yearlings and western steers, \$25@50c lower. Low cutters, 15@25c higher. Bulls 25c lower; good and choice vealers 75c@1.00 higher.

Tops for week: Matured steers and yearlings, \$10.35; heavy steers, \$10.25; mixed yearlings and heifers, \$10.00. Bulks for week: native steers, \$8.25@10.00; western steers, \$6.25@7.00; fat mixed yearlings and heifers, \$9.50@9.85; cows, \$5.25@6.00; low cutters, \$3.50@4.00.

**HOGS**—General hog market is 50@75c lower than last week; medium and heavies off most. Light weights barely show 50c lower but most heavies fully 75c under.

A decline of 50@60c is indicated in packing sows; late top, \$14.60. Bulk of choice 180 lbs. down, \$14.50; 190@200 lbs., \$14.25@14.40; 200@230 lbs., \$14.00@14.25; 240@260 lbs., \$13.75@13.90; 260@300 lbs., \$13.50@13.75. Few heaviest loads \$13.40. Most packing sows \$11.50@11.60.

**SHEEP**—The sheep and lamb market is little changed from a week ago, although the tendency is lower in lambs and a few 25c losses were indicated late. Tennessee and Kentucky lambs brought \$14.25; top and bulk natives, \$14.00; fat ewes, \$4.00@5.50; cull lambs, \$9.00 down; cull ewes, \$1.50@3.00.

## OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)  
Omaha, Nebr., July 8, 1926.

**CATTLE**—Unevenness has been the outstanding feature in the fat cattle trade. Interest has centered on yearlings and these are mostly 10@15c higher. Medium weight steers steady to strong; heavy steers around 25c lower.

Current bulk of sales: fed steers and yearlings, \$8.75@10.00; top, \$10.25, paid on medium weights.

Better grades fed cows and heifers strong. Grass cows and heifers 25c@50c lower for the period. Bulls steady. Veals 25@50c higher.

**HOGS**—Increased receipts of hogs here and elsewhere at the close of the period lowered hog prices 25@50c, with all classes affected in the break. Thursday's bulk 160@230 lb. butchers, \$13.50@14.00; top, \$14.25. Bulk 230@280 lb. butchers, \$13.00@13.50; heavies on down to \$12.50. Rough and heavy packing sows moved at \$11.00@11.50; smooth up to \$11.75, stags largely \$10.75@11.00.

**SHEEP**—Fat lamb trade has been uneven, Tuesday's light supply permitting a sharp advance. But tendency for the most part has been lower and comparisons Thursday to Thursday show lambs prices 40@50c lower. Bulk fat range lambs today \$14.25; natives, \$14.00@14.25; fed clipped lambs, \$13.65. Fat sheep are steady, desirable weight fat ewes, \$5.50@6.25.

## ST. PAUL.

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)  
So. St. Paul, Minn., July 7, 1926.

**CATTLE**—Aside from a weak undertone, which prevails on matured steers and inbetween and grassy she stock, little change is to be noted in the cattle market from that of a week ago.

Fed yearlings are selling actively and reached a top of \$9.90 last Friday, best so far this week making \$9.75. Top matured

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, July 8, 1926, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
TOP.....	\$14.40	\$14.60	\$14.25	\$14.50	\$14.00
BULK OF SALES.....	12.25@14.00	13.75@14.50	11.25@14.00	13.00@14.20	11.25@13.50
Hvy wt. (250-350 lbs.), med.-ch.....	13.00@14.00	13.25@13.85	11.25@13.50	12.75@13.55	13.00@13.65
Med. wt. (200-250 lbs.), med.-ch.....	13.75@14.25	13.05@14.20	12.75@14.00	13.40@14.10	13.50@13.75
Lt. wt. (160-200 lbs.), com.-ch.....	13.00@14.40	13.75@14.00	13.75@14.10	14.00@14.50	13.05@14.00
Lt. lt. (130-150 lbs.), com.-ch.....	13.00@14.40	14.50@14.40	14.25@14.10	14.25@14.10	13.75@14.00
Packing sows, smooth and rough.....	11.00@12.00	11.25@11.75	11.00@11.75	11.25@12.00	11.00@11.75
Slight. pigs (150 lbs. down), med.-ch.....	13.75@14.40	14.25@14.60	14.25@14.60	14.75@15.25	14.00@14.50
Av. cost and wt., Wed. (pigs excluded).....	13.71-257 lb.	14.20-224 lb.	12.84-277 lb.	13.91-232 lb.	.....
<b>Slaughter Cattle and Calves:</b>					
<b>STEERS (1,500 LBS. UP):</b>					
Good-ch.....	9.15@10.50	.....	8.75@10.00	8.65@10.25	.....
<b>STEERS (1,100-1,500 LBS.):</b>					
Choice.....	9.85@10.75	10.00@10.50	9.40@10.25	9.35@10.25	.....
Good.....	9.25@10.35	9.50@10.00	8.90@9.75	8.40@9.35	9.00@10.00
Medium.....	8.40@9.90	7.25@9.50	7.85@9.00	6.90@8.40	8.25@9.00
Common.....	7.15@8.40	5.75@7.25	6.15@7.85	5.65@6.90	6.25@8.25
<b>STEERS (1,100 LBS. DOWN):</b>					
Choice.....	10.25@10.75	10.25@10.75	9.75@10.40	9.50@10.40	.....
Good.....	9.90@10.35	9.05@10.25	8.90@9.85	8.60@9.90	9.10@10.00
Medium.....	8.40@9.90	7.25@9.65	7.85@9.00	7.00@8.60	8.25@9.10
Common.....	6.75@8.40	5.50@7.25	6.15@7.85	5.05@7.10	6.25@8.25
Canner and cutter.....	5.75@6.75	4.75@5.50	5.00@6.15	4.75@5.05	4.00@6.25
<b>LT. YRLG. STEERS AND HEIFERS:</b>					
Good to choice (850 lbs. down).....	9.25@10.50	9.50@10.50	8.60@10.00	8.75@10.40	8.25@9.00
<b>HEIFERS:</b>					
Good-choice (850 lbs. up).....	7.50@10.35	7.00@9.00	7.25@9.50	7.00@9.25	7.50@8.75
Common-med. (all weights).....	6.00@8.90	6.25@8.00	5.00@8.00	5.00@7.75	5.25@7.50
<b>COWS:</b>					
Good to choice.....	6.25@8.25	6.25@7.50	6.10@8.25	5.75@7.75	6.25@7.50
Common and med.....	4.85@6.25	5.00@6.25	4.75@6.00	4.35@5.75	4.50@6.25
Canner and cutter.....	3.75@4.85	3.50@5.00	3.75@4.75	3.00@4.35	3.50@4.50
<b>BULLS:</b>					
Good-ch. (beef 1,500 lbs. up).....	6.40@7.00	6.25@6.75	6.00@6.00	5.75@6.25	6.00@6.50
Good-ch. (1,500 lbs. down).....	6.50@7.25	6.25@7.00	6.00@6.85	6.00@6.75	6.00@6.75
Can.-med. (canner and bologna).....	6.25@6.65	4.25@6.00	4.50@6.00	4.35@6.00	4.00@6.25
<b>CALVES:</b>					
Medium to choice (milk fed. exc.).....	6.50@8.00	6.50@8.50	5.50@8.50	6.00@9.00	5.00@7.00
Cull-common.....	4.75@6.50	5.00@6.50	4.25@5.50	4.00@6.00	3.50@5.00
<b>VEALERS:</b>					
Medium to choice.....	9.75@13.25	8.00@12.75	7.25@9.50	8.90@11.50	7.00@11.25
Cull-common.....	6.00@9.75	5.00@8.00	4.50@7.25	4.50@8.00	4.50@6.00
<b>Slaughter Sheep and Lambs</b>					
Lambs, med. to choice (84 lbs. down).....	13.00@14.85	12.50@14.50	12.25@14.50	12.50@14.25	12.00@14.25
Lambs, cull-com. (all weights).....	10.00@13.00	9.00@12.50	9.00@12.25	8.00@12.50	9.50@12.00
Yearling wethers, medium to choice.....	10.50@13.50	9.50@12.75	9.00@12.25	8.50@12.25	.....
Ewes, common to choice.....	4.50@7.50	3.00@5.50	2.75@5.00	2.75@5.00	4.00@6.50
Ewes, canners and cull.....	1.50@4.50	1.00@3.00	1.50@4.00	1.00@3.75	1.00@4.00

steers stopped at \$9.50 today, numerous other loads of all weights making \$9.25@9.50, with the bulk of the run at \$8.50@9.25.

The \$4.75@7.50 bulk still prevails for cows and heifers with low cutters and cutters at \$3.75@4.50, and bulls from \$5.50@6.00. Veal calves scored a 50c or more advance today, placing good lights at \$10.50@11.00.

**HOGS.**—Aside from a strong to 25c higher deal at this week's opening on packing sows, little change has been noted in the hog market compared with a week ago. Better grades of 160 lb. to around 300 lb. butchers are selling from \$13.75@14.35, plainer kinds or heavier weights down to \$13.50 and below.

Bulk of the packing sows and plain heavy mixed hogs largely on the sow order are selling from \$11.75@12.25. Pigs have held about steady, bulk now selling at \$14.50.

**SHEEP.**—Fat lambs average steady to 25c lower than a week ago, bulk today \$13.00@14.00. Desirable weight yearling wethers are cashing at \$11.00@11.50, fat ewes to packers \$4.00@6.00.

### ST. JOSEPH.

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., July 6, 1926.

**CATTLE.**—Cattle receipts for two days this week around 5,000. Market for beef steers and yearlings uneven, steers steady to shade lower, yearlings strong to shade higher. Top steers \$10.00, other good kinds sold up to \$9.85, and bulk of fed classes sold \$9.00@9.75. Kansas and Oklahoma grassers ranged \$5.75@9.00.

Mixed yearlings mostly \$9.00@9.50, with best \$10.00@10.15. Butcher stock unchanged, most fair to good cows \$5.00@6.25, odd head of choice kinds \$7.00@8.00, and canners and cutters \$4.00@4.75.

Bulls mostly \$5.25@5.75; butchers up to \$6.25. Calves steady, choice veals \$11.00.

**HOGS.**—Hog receipts around 7,000 for the period compared with 10,307 same days last week. Market steady to 10c higher, with top lights at \$14.60, and bulk of all sales \$13.75@14.50.

**SHEEP.**—Sheep receipts light, numbering around 5,500 for the week to date. Sheep strong to 25c higher, with good ewes up to \$6.75.

Lambs strong to 25c higher; western, \$15.25; and natives, \$14.00@14.75.

### CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending July 1, 1926, with comparisons:

BUTCHER STEERS.			
1,000-1,200 lbs.			
	Week ended July 1.	Previous week.	Same week, 1925.
Toronto	\$ 8.55	\$ 9.00	\$ 8.35
Montreal	8.25	8.50	8.00
Montreal (W)	8.25	8.50	8.00
Winnipeg	7.75	7.75	8.00
Calgary	7.50	7.50	7.00
Edmonton	7.00	7.00	6.50

YEAL CALVES.			
	Week ended July 1.	Previous week.	Same week, 1925.
Toronto	\$12.00	\$12.00	\$10.50
Montreal (W)	10.00	9.25	9.00
Montreal (E)	10.00	9.25	9.00
Winnipeg	8.00	8.00	8.00
Calgary	8.25	7.50	6.00
Edmonton	7.50	7.50	6.00

SELECT BACON HOGS.			
	Week ended July 1.	Previous week.	Same week, 1925.
Toronto	\$17.01	\$16.46	\$15.36
Montreal	\$16.00	15.65	14.50
Montreal (W)	16.00	15.65	14.50
Winnipeg	16.50	16.06	14.50
Calgary	15.73	15.73	13.75
Edmonton	16.50	15.95	14.00

GOOD LAMBS.			
	Week ended July 1.	Previous week.	Same week, 1925.
Toronto	\$18.00	\$18.00	\$16.75
Montreal	17.50	17.00	15.00
Montreal (E)	17.50	17.00	15.00
Winnipeg	12.00	15.50	14.00
Calgary	14.00	14.00	12.00
Edmonton	15.00	15.00	12.00

### PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday are reported to The National Provisioner as follows:

CHICAGO.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	8,686	8,400	20,549
Swift & Co.	7,449	8,500	21,111
Morris & Co.	3,752	6,000	7,646
Wilson & Co.	7,822	9,300	9,784
Anglo. Amer. Prov. Co.	1,320	2,800	....
G. H. Hammond Co.	3,265	4,900	....
Libby, McNeill & Libby	847	....	....
Brennan Packing Co.	6,000	hogs; Miller & Hart,	....
5,500 hogs; Independent Packing Co.,	5,000	hogs;	....
Boyd, Lunham & Co., 4,000 hogs; Western Packing &	....	....	....
Provision Co., 7,700 hogs; Roberts & Oake, 4,800 hogs;	....	....	....
others, 26,500 hogs.	....	....	....

KANSAS CITY.			
	Cattle.	Calves.	Hogs. Sheep.
Armour & Co.	3,587	1,551	6,738 2,356
Cudahy Pkg. Co.	4,533	1,110	4,116 4,749
Powder Pkg. Co.	580	2	....
Morris & Co.	3,750	835	8,889 2,011
Swift & Co.	5,192	813	5,657 4,319
Wilson & Co.	4,552	993	6,388 3,805
Local Butchers	738	68	1,000 31
Total	22,941	5,372	27,772 17,271

OMAHA.			
	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	5,565	12,461	7,206
Cudahy Pkg. Co.	7,034	11,057	11,623
Dold Pkg. Co.	1,583	4,811	....
Morris & Co.	3,421	5,098	....
Swift & Co.	7,715	9,348	10,063
Glassburg, M.	11	....	....
Hoffman Pkg. Co.	137	....	....
Mayerowich & Vall	27	....	....
Omaha Pkg. Co.	85	....	....
John Roth & Sons	87	....	....
So. Omaha Pkg. Co.	203	....	....
Lincoln Pkg. Co.	277	....	....
Nagle Pkg. Co.	106	....	....
Sinclair Pkg. Co.	280	....	....
Wilson & Co.	558	....	....
Kennett-Murray Co.	....	2,308	....
J. W. Murphy	....	3,629	....
Other hog buyers, Omaha	....	11,163	....
Total	27,068	60,330	34,880

ST. LOUIS.			
	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	2,974	4,013	4,102
Swift & Co.	4,827	7,592	7,076
Morris & Co.	3,660	3,225	4,101
St. Louis Dressed Beef Co.	1,395	....	....
Independent Pkg. Co.	556	325	57
East Side Pkg. Co.	1,780	5,707	....
Hell Pkg. Co.	....	2,732	....
American Pkg. Co.	141	1,448	20
Krey Pkg. Co.	374	904	....
Sartorius Pkg. Co.	....	536	....
Sietoff Pkg. Co.	120	601	31
Gerst Bros.	104	856	....
Butchers	15,610	38,806	2,101
Total	31,550	66,572	18,574

ST. JOSEPH.			
	Cattle.	Calves.	Hogs. Sheep.
Swift & Co.	3,197	810	12,024 8,978
Armour & Co.	2,150	404	7,310 2,888
Morris & Co.	2,193	457	4,781 1,812
Others	2,494	280	5,285 650
Total	10,043	2,020	29,400 14,228

SIOUX CITY.			
	Cattle.	Calves.	Hogs. Sheep.
Cudahy Pkg. Co.	3,323	404	14,485 544
Armour & Co.	3,216	400	12,733 357
Swift & Co.	1,770	444	7,113 545
Sacks Pkg. Co.	181	42	1
Smith Bros. Pkg. Co.	40	17	51
Local butchers	120	0	11
Order buyers and packer shipments	2,213	....	7,737 18
Total	10,881	1,376	42,131 1,464

OKLAHOMA CITY.			
	Cattle.	Calves.	Hogs. Sheep.
Morris & Co.	1,777	442	648 70
Wilson & Co.	1,951	539	1,595 21
Other butchers	80	....	165
Total	3,808	981	2,408 100

INDIANAPOLIS.			
	Cattle.	Calves.	Hogs. Sheep.
Eastern buyers	1,216	3,925	15,719 2,061
Kingman & Co.	1,848	528	10,091 650
Armour & Co.	262	78	2,155 44
Indianapolis Abt. Corp.	1,471	111	.... 90
Hilgemeler Bros.	....	114	12
Brown Bros.	....	16	.... 342
Schussler Pkg. Co.	....	17	3 203
Riverview Pkg. Co.	....	115	11 239
Indianapolis Prov. Co.	....	27	17 226
A. Wabnitz	....	6	70
Hoosier Abt. Co.	....	40	....
Bell Pkg. Co.	....	59	.... 202
Others	....	577	177 827 622
Total	5,798	4,931	39,819 3,572

WICHITA.			
	Cattle.	Calves.	Hogs. Sheep.
Cudahy Pkg. Co.	724	281	3,750 647
Dold Pkg. Co.	....	27	2,300
Local butchers	151	....	....
Total	1,181	308	6,128 647

### DENVER.

	Cattle.	Calves.	Hogs. Sheep.
Swift & Co.	1,250	347	1,650 1,024
Armour & Co.	805	259	1,071 655
Blayne-Murphy Co.	688	104	968
Others	783	356	663 187
Total	3,525	1,066	4,982 1,607

### ST. PAUL.

	Cattle.	Calves.	Hogs. Sheep.
Armour & Co.	3,567	4,258	20,888 605
Cudahy Pkg. Co.	355	1,670	850
Swift & Co.	5,030	6,611	30,534 1,000
United Pkg. Co.	1,415	390	.... 4
Others	609	521	4,144
Total	11,273	13,491	56,716 1,006

### RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending July 3, 1926, with comparisons:

CATTLE.			
	Week ending July 3.	Prev. week.	Cor. week 1925.
Chicago	33,141	27,881	25,451
Kansas City	22,941	21,047	26,641
Omaha	27,068	24,433	18,115
St. Louis	31,550	32,172	31,823
St. Joseph	10,043	8,275	11,370
Sioux City	10,881	9,967	8,471
Oklahoma City	3,808	5,018	5,405
Indianapolis	5,798	4,792	5,198
Cincinnati	....	1,575	1,475
Wichita	1,181	830	1,437
Denver	3,525	....	....
St. Paul	11,273	9,447	9,106
Total	161,228	147,421	145,940

HOGS.			
	Week ending July 3.	Prev. week.	Cor. week 1925.
Chicago	66,200	66,500	70,500
Kansas City	27,772	29,197	12,183
Omaha	60,330	61,561	58,321
St. Louis	66,572	70,181	50,030
St. Joseph	29,400	28,365	19,584
Sioux City	42,131	41,484	51,829
Oklahoma City	2,406	3,290	3,806
Indianapolis	30,819	38,138	28,432
Cincinnati	....	10,336	11,127
Wichita	6,128	9,897	9,398
Denver	4,982	....	....
St. Paul	56,716	48,200	59,944
Total	435,458	445,606	376,111

SHEEP.			
	Week ending July 3.	Prev. week.	Cor. week 1925.
Chicago	59,000	40,878	61,216
Kansas City	17,271	20,477	19,358
Omaha	34,880	32,042	32,058
St. Louis	18,574	14,969	22,717
St. Joseph	14,228	16,448	12,602
Sioux City	1,464	505	719
Oklahoma City	100	161	128
Indianapolis	3,572	5,661	4,988
Cincinnati	....	644	690
Wichita	647	395	805
Denver	1,607	....	....
St. Paul	1,600	1,162	1,639
Total	153,132	131,939	156,947

### BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending July 3, 1926, with comparisons:

	Week ending July 3.	Prev. week.	Cor. week 1925.
Western dressed meats:			
Steers, carcasses	3,397	3,340	2,106
Cows, carcasses	1,200	1,471	1,102
Bulls, carcasses	31	69	22
Veals, carcasses	1,024	2,088	1,277
Lambs, carcasses	10,953	1,268	10,805
Mutton, carcasses	1,187	431	293
Pork, lbs.	283,625	363,179	533,511

Local slaughters:			
	Week ending July 3.	Prev. week.	Cor. week 1925.
Cattle	1,814	1,725	1,276
Calves	2,320	2,052	1,852
Hogs	18,003	19,233	20,570
Sheep	5,052	5,481	6,641

### BUFFALO JUNE LIVESTOCK.

Receipts and disposition of livestock at Buffalo, N. Y., during the month of June, 1926, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Cattle.	Calves.	Hogs. Sheep.
Receipts	20,392	25,990	56,512 34,604
Shipments	10,918	17,980	24,180 29,356
Local slaughter	9,474	8,010	32,012 5,248

What pork cuts are cured in dry salt and how is it done? Ask THE BLUE BOOK, the "Packer's Encyclopedia."



## HIDE AND SKIN MARKETS

### Chicago.

**PACKER HIDES.**—Packer hide market took a strong upturn during week. The advance was first apparent in a general movement of light native cows at  $\frac{1}{2}$ c over previous trading price, and was quickly followed by sales of all descriptions at a similar advance.

The advance was generally expected, on account of the closely sold-up condition of the killers on most descriptions and the improved quality of the hides to come on the market. The movement was of a broad and substantial character, all packers participating, and the general opinion is that it covered in excess of 110,000 hides, not including around 30,000 of small packer stocks.

Spread native steers are generally held at  $\frac{1}{2}$ c. Heavy native steers moved in a good way at  $\frac{1}{2}$ c; extreme native steers brought  $\frac{1}{2}$ c. Butt branded sold at  $\frac{1}{2}$ c and Colorados at  $\frac{1}{2}$ c. Heavy Texas steers brought  $\frac{1}{2}$ c; light Texas steers sold at  $\frac{1}{2}$ c; extreme light Texas steers sold at  $\frac{1}{2}$ c, moving with branded cows.

There was a good movement of heavy native cows at  $\frac{1}{2}$ c for May-June; these are pretty well sold up and July take-off is held firmly at  $\frac{1}{2}$ c. Light native cows were the first to feel the advance, when three packers sold late June at  $\frac{1}{2}$ c, followed by further sales at the same price later in the week. Branded cows sold at  $\frac{1}{2}$ c, showing a similar advance.

One packer sold May-June bulls at 9c. Branded bulls are listed at 8c for heavy points and  $\frac{1}{2}$ c for light points.

Most of the hides moved during the week were late June and early July take-off and considerable of the trading was of a confidential nature. Some descriptions are closely sold up and more could have been moved at these figures, it is believed, if they had been available.

**SMALL PACKER HIDES.**—At close of previous week, one small packer sold May and June productions, totaling around 15,000 hides; details not disclosed but general understanding among trade is that  $\frac{1}{2}$ c was paid for all weight native steers and cows and  $\frac{1}{2}$ c for branded. These prices represent an advance of  $\frac{1}{2}$ c over last previous trading. Later one packer moved his unsold May production, involving around 15,000 hides; these May hides understood to have brought  $\frac{1}{2}$ c for all weight native steers and cows and  $\frac{1}{2}$ c for the branded. This cleaned up May take-off on local market. Above mentioned packer still holding June slaughter, and has declined  $\frac{1}{2}$ c for all weight natives and  $\frac{1}{2}$ c for branded; June take-off also well cleaned up locally. One packer declined bid of  $\frac{1}{2}$ c for July all weight native steers and cows; no July productions have moved as yet.

Same packer understood to have moved his unsold bulls, dating from February on, the native bulls bringing 8c and branded 6c. One small lot extra light weight June native bulls moved at 9c, although ordinary run would probably not bring this figure. The advance of  $\frac{1}{2}$ c in big packer light native cows has caused small packers to have considerable more confidence in the market for their current take-off.

**COUNTRY HIDES.**—Country hides firmer, feeling effect of stronger packer hide market. Most strength is shown in light end, but heavier stocks show somewhat firmer undertone. All weights in demand at 10c for ordinary lots, while good lots held at  $\frac{1}{2}$ c, selected, delivered. Heavy steers generally listed at  $\frac{1}{2}$ c@10c.

Heavy cows and steers are priced around  $\frac{1}{2}$ c, with higher prices asked for some lots. Butts are held firmly at  $\frac{1}{2}$ c@ $\frac{1}{2}$ c, some asking  $\frac{1}{2}$ c. Extreme weights are in best demand, small lots of 25/50 lb. weights being held firmly at  $\frac{1}{2}$ c

or better, while up to  $\frac{1}{2}$ c asked for 25/45 lb. weights.

Bulls are quoted at  $\frac{1}{2}$ c@8c. Western all weight branded held at  $\frac{1}{2}$ c@9c, Chicago freight. Dealers trying for better prices, in view of advance in packer hides, some being inclined to withhold offerings from market for time being.

**HIDE MOVEMENT.**—Receipts of hides at Chicago for five days ending July 2nd, 3,121,000 lbs.; previous week, 3,082,000 lbs.; same week 1925, 2,840,000 lbs.; from Jan. 1 to July 2, 85,906,000 lbs.; same period, 1925, 96,463,000 lbs.

Shipments of hides from Chicago for the five days ending July 2nd, 3,666,000 lbs.; previous week, 4,884,000 lbs.; same week 1925, 2,848,000 lbs.; from Jan. 1 to July 2, 132,778,000 lbs.; same period, 1925, 125,877,000 lbs.

**CALFSKINS.**—Packer calfskins generally quoted at 19c; some confidential trading is understood to have been put through at this figure, and one packer reports that 19c is bid. Market appears in a strong position; demand reported good.

First salted Chicago city calfskins sold at  $\frac{1}{2}$ c; same figure later declined and 18c asked. Resalted lots are held at  $\frac{1}{2}$ c@ $\frac{1}{2}$ c, selected. Outside city calfskins quoted generally around  $\frac{1}{2}$ c@ $\frac{1}{2}$ c selected, although some are held at 17c.

One packer sold May kips, obtaining 17c for northern and 16c for southern. Another packer also sold, obtaining  $\frac{1}{2}$ c for June, all points. Several bids of  $\frac{1}{2}$ c are reported for over-weights; branded are generally held at  $\frac{1}{2}$ c@ $\frac{1}{2}$ c.

First salted Chicago city kips are priced at  $\frac{1}{2}$ c@ $\frac{1}{2}$ c, 17c being asked for some lots. Resalted are priced at  $\frac{1}{2}$ c@ $\frac{1}{2}$ c, selected. Outside city kips are quoted around 15c.

Packer regular slunks inactive and quoted at 75c, based on last trading price. Hairless slunks quoted at 50c@60c.

**DRY HIDES.**—Dry hides are steady and quoted at 17c@18c for flint dry all weights.

**HORSEHIDES.**—Rather slow to move. Choice renderers are offered at \$5.00; mixed lots of country hides range from \$3.75 to \$4.00, according to description.

**SHEEPSKINS.**—Dry pelts are quoted at 20c@24c, according to description, outside figure being for best Montanas. One packer sold a car of packer shearlings at \$1.50; prior to this, same packer sold a car at \$1.47 $\frac{1}{2}$ . Pickled skins continue strong; sales reported of flat run of lambs at \$9.75 and \$10.00 per dozen now asked. Packer lamb pelts generally selling at \$2.05 per cwt. live lamb at Chicago; last sale at New York on basis of \$2.20 per cwt. live lamb.

**PIGSKINS.**—Very quiet at this season of the year. No. 1 pigskin strips nominally priced at  $\frac{1}{2}$ c@ $\frac{1}{2}$ c. Gelatine stocks nominally  $\frac{1}{2}$ c@ $\frac{1}{2}$ c, and slow to move. Little activity expected in market until late August or early September.

### New York.

**PACKER HIDES.**—City packer hides quiet. The recent trading, at the end of previous week, about cleaned up available supplies. Demand is good but packers are not disposed to offer in any sizeable quantities. The advance of  $\frac{1}{2}$ c in the western market will undoubtedly have considerable influence in the next trading on this market. Stocks in consumers' hands are estimated to be rather light and, with the market in better shape than for some time past, an advance in the next trading prices in line with the advance in the West is generally expected.

**COUNTRY HIDES.**—Country hides are quiet but feeling effects of stronger city packer market. Extremes sparingly offered from Middle West and Penna.; nothing under 13c is talked and higher asked for local selections. Heavy hides

continue slow but all weights more firmly held; recent sale reported of small lot at 9 $\frac{1}{2}$ c, flat, higher prices now asked. Heavy bulls offered in car lots at 7c, flat; buyers continue to talk down to 6 $\frac{1}{2}$ c; small packer and city butchers can be bought at 7 $\frac{1}{2}$ c.

**CALFSKINS.**—New York calfskins well cleaned up; the light movement principally against contracts. Very few light weight skins available; 5-7's generally quoted at \$1.55@1.60; 7-9's at \$1.90@1.95; 9-12's are held at \$2.50@2.55. Inquiries reported good and offerings light.

### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, July 7, 1926.—Latest quotations on chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda, \$3.76@3.91 per cwt.; 98 per cent powdered caustic soda, \$4.16@4.56 per cwt.; 58 per cent carbonate of soda, \$2.04@2.44 per cwt.

Lagos palm oil in casks of 1,600 lbs., 9 $\frac{1}{2}$ c lb.; olive oil foots, 8 $\frac{1}{2}$ c@8 $\frac{1}{2}$ c lb.; East India Cochin coconut oil, 16c lb.; Cochin grade coconut oil, domestic,  $\frac{1}{2}$ c lb.; Ceylon grade coconut oil,  $\frac{1}{2}$ c lb.

Prime summer yellow cottonseed oil, 16 $\frac{1}{2}$ c@16 $\frac{1}{2}$ c lb.; prime winter salad oil, 17c lb.; raw linseed oil, 11.4@11.8 lb.

Extra tallow, f.o.b. seller's plant, 8 $\frac{1}{2}$ c lb.; dynamite glycerine, Nom., 27c lb.; chemically pure glycerine, Nom., 29@30c lb.; saponified glycerine, Nom., 21c lb.; crude soap glycerine, Nom., 19/20c lb.; prime packers grease, Nom., 8 $\frac{1}{2}$ c lb.

### CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending July 10, 1926, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ending July 10, '26.	Week ending July 3, '26.	Cor. week, 1925.
Spread native steers .....	@16 $\frac{1}{2}$ ax	15 $\frac{1}{2}$ @16c	@18 $\frac{1}{2}$ c
Heavy native steers .....	@13 $\frac{1}{2}$ c	@13c	@16 $\frac{1}{2}$ b
Heavy Texas steers .....	@12 $\frac{1}{2}$ c	@12c	@15b
Heavy butt branded .....	@12 $\frac{1}{2}$ c	@12c	@15b
Heavy Colorado steers .....	@12c	@11 $\frac{1}{2}$ c	@13b
Ex-Light Texas steers .....	@12c	@11 $\frac{1}{2}$ c	@14 $\frac{1}{2}$ c
Branded cows .....	@12c	@11 $\frac{1}{2}$ c	@14 $\frac{1}{2}$ c
Heavy native cows .....	12 $\frac{1}{2}$ @13c	12	@12 $\frac{1}{2}$ c 16b@15 $\frac{1}{2}$ ax
Light native cows .....	@13c	@12 $\frac{1}{2}$ c	@16b
Native bulls .....	@8c	9	@11 $\frac{1}{2}$ c
Branded bulls .....	8 @8 $\frac{1}{2}$ c	@8c	@10 $\frac{1}{2}$ a
Calfskins .....	@19b	@18 $\frac{1}{2}$ c	25 @25 $\frac{1}{2}$ c
Kips .....	16 $\frac{1}{2}$ @17c	@17c	@20 $\frac{1}{2}$ c
Kips, over't .....	@15 $\frac{1}{2}$ b	15	@16c
Kips, branded .....	13 $\frac{1}{2}$ @14c	13 $\frac{1}{2}$ @14c	@17 $\frac{1}{2}$ c
Slunks, regular .....	@75c	@75c	1.00@1.05
Slunks, hairless .....	@65c	50 @65c	50 @60c

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

### CITY AND SMALL PACKERS.

	Week ending July 10, '26.	Week ending July 3, '26.	Cor. week, 1925.
Natives, all weights .....	@12 $\frac{1}{2}$ c	@12c	@13 $\frac{1}{2}$ c
Bulls, native .....	@8c	@8c	@11c
Branded bulls .....	@8c	.....	.....
Br. str. hds. ....	@11 $\frac{1}{2}$ c	@11c	@12 $\frac{1}{2}$ c
Calfskins .....	14 $\frac{1}{2}$ @15 $\frac{1}{2}$ c	@14 $\frac{1}{2}$ c	18 $\frac{1}{2}$ @19 $\frac{1}{2}$ c
Kips .....	@14c	@13 $\frac{1}{2}$ c	15 @15 $\frac{1}{2}$ c
Slunks, regular .....	@70c	50 @70c	@1.00
Slunks, hairless .....	.....	.....	.....
No. 1 .....	25 @30a	25 @30a	25 @30c

COUNTRY HIDES.			
	Week ending July 10, '26.	Week ending July 3, '26.	Cor. week, 1925.
Heavy steers .....	9 $\frac{1}{2}$ @10c	9 @9 $\frac{1}{2}$ c	12 $\frac{1}{2}$ @13c
Heavy cows .....	9 $\frac{1}{2}$ @10c	9 @9 $\frac{1}{2}$ c	11 $\frac{1}{2}$ @12c
Butts .....	9 $\frac{1}{2}$ @10 $\frac{1}{2}$ c	9 $\frac{1}{2}$ @10 $\frac{1}{2}$ c	11 $\frac{1}{2}$ @12c
Extremes .....	12 @13c	12 @13c	14 @15c
Bulls .....	7 $\frac{1}{2}$ @8c	7 @7 $\frac{1}{2}$ c	9 @9 $\frac{1}{2}$ c
Branded hides .....	@8 $\frac{1}{2}$ c	@8 $\frac{1}{2}$ c	10 @10 $\frac{1}{2}$ c
Calfskins .....	12 $\frac{1}{2}$ @13c	12 $\frac{1}{2}$ @13c	14 @15c
Kips .....	11 $\frac{1}{2}$ @12c	11 $\frac{1}{2}$ @12c	14 @15c
Light calf .....	\$0.65@0.70	\$0.65@0.70	\$1.00@1.10
Deacons .....	\$0.55@0.60	\$0.55@0.60	\$0.90@1.00
Slunks, regular .....	\$0.55@0.60	\$0.55@0.60	\$0.90@1.00
Slunks, hairless .....	\$0.15@0.20	\$0.15@0.20	\$0.30@0.40
Horsehides .....	\$3.50@4.50	\$3.50@4.50	\$4.25@5.25
Hogskins .....	\$0.20@0.25	\$0.20@0.25	\$0.25@0.30

SHEEPSKINS.			
	Week ending July 10, '26.	Week ending July 3, '26.	Cor. week, 1925.
Packer lambs .....	@2.05	@2.05	.....
Pks. shearings .....	\$1.47 $\frac{1}{2}$ @1.50	\$1.30@1.35	\$1.40@1.55
Dry pelts .....	\$0.20 @0.24	\$0.20@0.23	\$0.30@0.33



# ICE AND REFRIGERATION

## ICE NOTES.

Portland Ice Company has been incorporated in Portland, Tenn., with a capital stock of \$12,000 by N. M. Moore and W. S. Moore.

A new cold storage plant is to be erected in Albany, Ga., by the F. B. Harris Company.

Producers Produce Company of Springfield, Mo., plans to build a branch concentration plant in Willow Springs, Mo., which will include modern cold storage. The plant will cost around \$30,000.

Virginian Ice & Fuel Corporation has been incorporated in Cherrydale, Va., with a capital stock of \$50,000 by Wrisley Brown, 2319 Wyoming avenue, N. W., Washington, D. C., and others.

Polar Ice Company plans to rebuild its plant in Columbus, Miss., which was recently destroyed by fire.

## QUEBEC STORAGE PLANT.

The modern cold storage warehouse, with a fish house and power house, is an outstanding feature of the facilities of the Port of Quebec, says "Cold Storage" of London. The main warehouse has a capacity of 500,000 cubic feet, while the well-equipped fish house contains storage accommodations for 1,000,000 lbs.

The building of this warehouse, it is expected, will remove one of the main obstacles which prevented steamers from making more use of the Port of Quebec. Now that facilities are provided for per-

ishable goods, grain, cattle and packed freight, it will be possible for steamers to load combined cargoes, which has not hitherto been possible.

## COLD STORAGE IN RHODESIA.

A cold storage plant is being erected at Bulawayo, Rhodesia, by the Rhodesian Export and Cold Storage Co., Ltd. The plant will cost in the neighborhood of \$135,000, and it is hoped to begin operations in the new plant in January or February, 1927.

## MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending July 3, 1926, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Calf carcasses	506	
Canada—Smoked pork	7,216 lbs.	
Canada—Pork tenderloins	540 lbs.	
Canada—Calf livers	6,163 lbs.	
Canada—Beef tongues	16,138 lbs.	
Australia—Boneless beef briskets	14,000 lbs.	
Germany—Loose sausage	825 lbs.	
Germany—Smoked pork	6,024 lbs.	
Germany—Hams in tins	450 lbs.	
Italy—Loose sausage	3,800 lbs.	
Italy—Sausage and hams	184 lbs.	
Norway—Meat cakes in tins	750 lbs.	
England—Potted meats	121 lbs.	
Spain—Sausage in tins	882 lbs.	

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending July 3, 1926:

CATTLE.			
	Week ending July 3.	Prev. week.	Cor. week. 1925.
Chicago	33,141	39,479	39,984
Kansas City	28,456	25,094	37,856
Omaha	25,677	20,868	16,248
East St. Louis	14,494	13,421	13,599
St. Joseph	9,413	7,712	8,000
St. Louis	10,526	9,125	8,000
Cudahy	896	941	851
Fort Worth	9,614	9,614	13,219
Philadelphia	2,310	2,151	2,186
Indianapolis	4,723	1,770	2,180
Boston	1,814	1,725	3,128
New York and Jersey City	10,311	9,893	9,200
Oklahoma City	4,879	5,932	7,711
Total	140,640	147,725	199,778

HOGS.			
Chicago	99,200	92,875	62,301
Kansas City	28,029	29,197	12,545
Omaha	42,203	40,647	35,305
East St. Louis	31,595	30,636	23,345
St. Joseph	24,268	25,068	...
St. Louis	37,148	34,243	35,878
Cudahy	8,366	7,931	14,885
Fort Worth	...	2,654	4,017
Philadelphia	12,794	14,212	11,085
Indianapolis	36,747	23,166	17,054
Boston	18,003	19,293	20,570
New York and Jersey City	32,798	33,004	31,006
Oklahoma City	2,408	3,290	3,806
Total	373,559	356,236	272,399

SHEEP.			
Chicago	59,090	41,332	64,561
Kansas City	17,520	20,477	19,550
Omaha	35,951	33,958	32,572
East St. Louis	17,458	14,387	19,108
St. Joseph	13,678	15,559	...
St. Louis	2,259	451	1,292
Cudahy	270	139	425
Fort Worth	...	9,649	2,632
Philadelphia	4,977	3,836	6,516
Indianapolis	4,723	598	1,104
Boston	5,032	5,481	6,941
New York and Jersey City	47,539	44,457	46,854
Oklahoma City	100	161	128
Total	208,317	190,485	201,403

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Type Y-26

The York full automatic self-contained refrigerating unit is designed to meet the requirements of the butcher and meat dealer.

It is the last word in mechanical refrigeration and can be relied upon to furnish constant dry cold to your storage boxes and counters.

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**TWENTY YEARS** from now! Where is the modesty of the girls of old? Long skirts are on display—in museums. Sleeves are but memories. Thighlettes are replacing bracelets. Cigarettes are as much the right of the women as they are the men. Paris and New York have collaborated in changing women's dress—by *undressing* them. But it's the *style*—and we are not amazed.

Twenty years have performed *miracles*. People have changed. Modes of living have changed. Ideas have changed. What was shocking in 1926 passes *unnoticed* in 1946.

But 1946 will find the necessities of life much as they are now. Eggs will be eggs. Milk will be milk. The manner of preserving perishables will be the same as they are today—with the exception of improvements.

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The possible accrued benefits and savings therefrom reimburse the cost of installation within three months. Browne's system guaranteed to render satisfactory service.

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### Milton W. Browne, Consulting Expert

*Inventor and Distributor*

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Patented Nov. 11, 1924—July 13, 1926.

3103 Coleman Road

Kansas City, Mo.

#### ARGENTINE BEEF TRADE.

(Continued from page 37.)

cattle and 420,000 sheep was shown in the slaughter from that of the same period a year ago.

The export of packinghouse products from Brazil is declining, and bids fair to disappear in time, on account of the inferior quality of the product.

Large groups of the consuming public in Germany have asked the government to increase the quantities of frozen meat free

of duty. There is some question as to whether this request will be granted, because of the strong influence of the agrarian population that has asked for the abolition of frozen meat import free of duty. Should the request be granted it would do much to improve the Argentine cattle and beef situation.

EDITOR'S NOTE.—Since THE NATIONAL PROVISIONER'S staff correspondent wrote this letter on the beef situation in Argentina, American newspapers have published press dispatches giving details of a "war" between

American and British packers over the Continental and British beef trade, in which smaller British companies killing in Argentina have suffered.

In his articles which appeared in THE NATIONAL PROVISIONER about two years ago Charles J. Brand described the worldwide meat operations of the Vestey interests of Great Britain, and told of their entrance into the Argentine field and their ambitious plans for supplying British and Continental markets with Argentine beef.

These plans appear to have resulted in the "war" referred to. It is an old story to the trade, but the newspapers just appear to have discovered it.

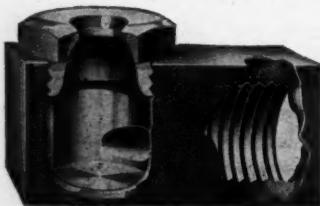
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Thick orifice walls must give long wear; special construction permits fine even distribution of spray; orifice and leading hole of equal size prevents clogging; no better spray made for the purpose.

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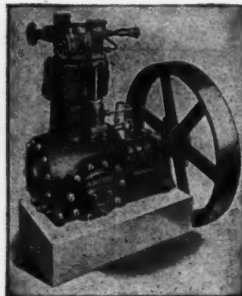
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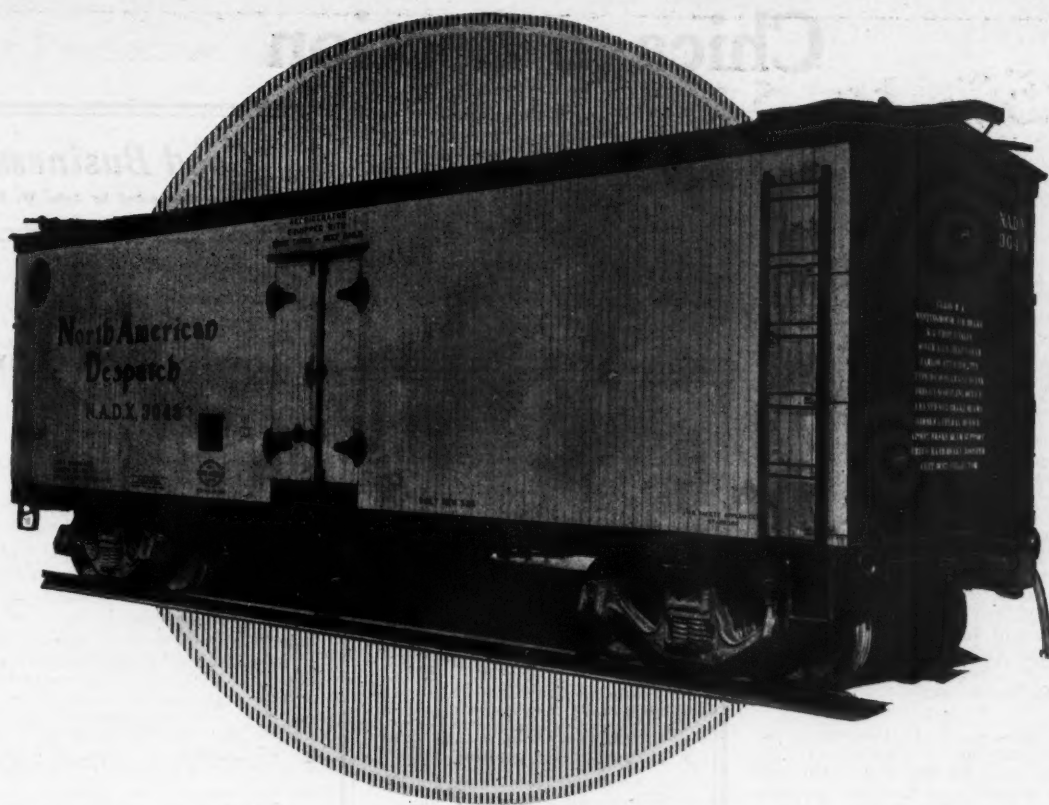
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The packer who is proud of his goods should also be proud of the cars in which they are shipped. It is but natural that a high grade car should protect a high quality product.

To be sure at all times of *clean, modern, well insulated* refrigerator cars, it is essential to control the number that your business demands. But it is no longer necessary to own cars in order to control them. Through the North American Leasing System, you exercise control identical with ownership and yet are free from the investment that ownership involves—free, too, from such considerations as seasonal idleness, obsolescence, depreciation, taxes, and periodic overhauling.

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**North American**  
**CAR LEASING SERVICE**  
 CHICAGO • TULSA • NEW ORLEANS

# Chicago Section

J. E. Barnes, manager of the Rath Packing Company's branch in Birmingham, Ala., was in the city this week.

James G. Cowrie, of the Jacob Dold Packing Co., Buffalo, N. Y., made a trip to Chicago this week.

Donald Kellogg, of the Kellogg Food Products Company, Buffalo, N. Y., was a Chicago visitor during the week.

An Iowa visitor this week was Fred G. Duffield, vice-president of Jacob E. Decker & Sons Co., Inc., Mason City, Ia.

Packers' purchases at Chicago for the first four days of this week totaled 35,769 cattle, 8,487 calves, 54,683 hogs and 27,680 sheep.

Myron McMillan, secretary-treasurer of the J. T. McMillan Co., St. Paul, Minn., came down to the city this week on business.

Vice-president Jay C. Hormel, of Geo. A. Hormel & Co., Austin, Minn., made a trip to the city during the week. Jay will be going to Europe again soon.

General Manager E. C. Merritt, of the St. Louis Independent Packing Co., St. Louis, Mo., was in the city again this week. Ed is getting to be a regular commuter.

Packers who attended the recent Denver meeting are still talking of Joe Murphy's hospitality. After the meeting Joe took them on a motor tour of the mountain canyons, winding up with a big dinner at Troutdale. Joe is some host!

Provision shipments from Chicago for the week ending July 3, 1926, with comparisons, are reported as follows:

	Cor.
Last week.	Prev. week.
Cured meats, lbs. 13,605,000	16,650,000
Fresh meats, lbs. 32,003,000	38,630,000
Lard, lbs. 5,207,000	6,075,000
	4,811,000

**H. C. GARDNER F. A. LINDBERG**  
**GARDNER & LINDBERG**  
ENGINEERS  
Mechanical, Electrical, Architectural  
SPECIALTIES, Packing Plants, Cold Storage,  
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PACKING PLANTS AND COLD STORAGE  
CONSTRUCTION

**Fred J. Anders Chas. H. Reimers**  
**ANDERS & REIMERS**  
ARCHITECTS  
ENGINEERS  
514 Erie Bldg. Packing House  
Cleveland, O. Specialists

**M. P. BURT & COMPANY**  
Engineers & Architects  
Packinghouse and Cold Storage Designing—  
Consultation on Power and Operating Costs,  
Curing, etc. You Profit by Our 25 Years' Experience. Lower Construction Cost. Higher efficiency.  
206-7 Falls Bldg., MEMPHIS, TENN.

"Dick" Shannon, the popular ex-packinghouse executive who graduated into the journalistic profession, was notified this week that he is the grandfather of a bouncing boy, Richard II. If the youngster bounces any faster or higher than his grand-daddy he will be a record-breaker.

Prices realized on Swift & Company sales of carcass beef in Chicago for week ending Saturday, July 3rd, 1926, on ship-

## Sentence Sermons

Written for THE NATIONAL PROVISIONER  
by Roy L. Smith.

### I BELIEVE IT PAYS—

- To hold myself in high respect if I expect others to do so.
- To live less hectically and more heroically.
- To smile under any circumstances, for a frown is always poor advertising.
- To think about the good aspects of even bad circumstances.
- To treat every man a little better than he treats you.
- To work for less than you are worth rather than to be idle.
- To cultivate the friendship of God, for you may need Him some day.

ments sold out were as follows: Cows, common to good, 10@14c; steers, common to medium, 12.50@15c; steers, good to choice, 15.50@18c and averaged 14.10 cents per pound.

How hot should the water be in the hog scalding vat? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

## Packing House Products

Oldest Brokers in Our Line

**The Davidson Commission Co.**  
Tallow Grease Provisions Oils Tankage Bones Cracklings Hog Hair  
Carcass Beef—F. S. Lard—Green Fork  
Boneless Beef—Ref. Lard—Cured Fork  
Quick Reliable Service Guaranteed  
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**C. W. RILEY, Jr.**  
BROKER  
2109 Union Central Bldg., Cincinnati, O.  
Provisions, Oils, Greases and Tallow  
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## PACKERS ARCHITECTURAL & ENGINEERING CO.

WILLIAM H. KNEHANS, Chief Engineer

**ABATTOIR PACKING AND COLD STORAGE PLANTS**  
Manhattan Building, Chicago, Ill. Cable Address, Pacarco

## Good Business

A Corner Conducted by John W. Hall.

### DON'T WORRY.

It sometimes seems to us that, among the list of sins, the malignant attribute commonly known as "Worry" should be prominently placed.

Most of the things we worry about are mishaps and misfortunes we anticipate—in other words, we torture our nerves over impending calamities which may never overtake us.

If we believe in God—and the vast majority of the human race surely does believe in a Divine and Protective Power—then we are certainly pessimistic as to His Omnipotence if we fear to place ourselves in His hands.

If we are of the small minority who are styled "atheists," there is nothing to worry about, as nothing matters anyway!

It is supposed to be sinful to wilfully commit any act injurious to physical health. Is there anything more wearing, more detrimental, than the goblin of worry? We all know it is downright unfair and unjust to our families and friends to disturb their minds and upset their mental poise. And who can be at ease in the presence of a constant or even a periodical worrier?

Worry about business being bad? Think it over. Will worrying alleviate the condition or will it aggravate it?

Worry about some badly conceived and foolishly performed act? Never—it has been done and there's nothing to do but see that it doesn't happen again. And if it does, why just pick yourself up and get off to another start with as close to a grin as you can command.

For life at best is a series of knock-downs and get-ups, and a white man always tries to get up, no matter how often his shoulders are pressed to the earth.

Fatalism can be carried to impossible lengths, but it's far, far better to accept what Life gives you than it is to fear what Life has in store for you.

As Methuselah crooned to his ninety-year-old infant-in-arms, "The first hundred years are the most painful. After that—numbness sets in!"—E. H. PHEE.

**D. I. Davis and Associates**  
624 South Michigan Avenue  
CHICAGO, ILL.

**George F. Pine Walter L. Munnecke**  
**Pine & Munnecke Co.**  
Packing House & Cold Storage  
Construction; Cork Insulation &  
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# Meat Production and Consumption Statistics

Meat and livestock production and consumption figures for April, 1926, with comparisons, are compiled by the U. S. Bureau of Agricultural Economics as follows:

## CATTLE, CALVES, BEEF AND VEAL

	3-year-average <sup>1</sup>	April 1925	1926	3-year-average <sup>1</sup>	January-April 1925	1926
Inspected slaughter:						
Cattle	705,735	731,258	765,540	2,850,414	2,970,177	3,064,880
Calves	454,110	496,306	461,482	1,570,728	1,734,921	1,712,991
Carcasses condemned:						
Cattle	6,820	8,181	8,927	27,751	31,427	37,712
Calves	1,345	1,179	1,256	5,287	4,638	5,191
Average live weight:						
Cattle, lbs.	969.79	976.82	974.61	971.47	974.80	971.43
Calves, lbs.	144.76	145.58	153.79	158.94	161.80	163.50
Average dressed weight:						
Cattle, lbs.	553.00	537.40	538.77	527.38	527.58	525.07
Calves, lbs.	85.59	85.69	92.35	95.43	94.22	96.90
Total dressed weight (carcass, not including condemned):						
Beef, lbs.	372,593,450	388,581,580	407,640,386	1,492,555,884	1,554,333,128	1,588,971,577
Veal, lbs.	38,830,969	42,427,433	42,501,871	145,648,434	162,039,314	164,967,222
Storage:						
Beginning of month—						
Fresh beef, lbs.	73,684,000	87,684,000	43,528,000	87,084,000	103,816,000	52,645,000
Cured beef, lbs.	26,348,000	28,634,000	27,253,000	25,730,000	28,883,000	25,856,000
End of month—						
Fresh beef, lbs.	58,245,000	67,271,000	32,372,000	77,540,000	92,106,000	45,776,000
Cured beef, lbs.	26,149,000	28,252,000	27,066,000	25,931,000	28,898,000	26,471,000
Exports:						
Fresh beef and veal, lbs.	194,151	219,317	384,346	1,199,773	1,323,967	1,064,387
Cured beef, lbs.	1,834,794	1,719,600	1,520,817	6,903,865	7,045,480	5,825,417
Canned beef, lbs.	114,040	110,634	276,727	663,577	663,459	1,053,460
Oleo oil and tallow, lbs.	8,829,083	8,346,705	9,951,558	35,573,095	35,578,025	34,248,490
Tallow, lbs.	2,201,168	2,005,757	561,859	7,484,274	6,270,002	2,304,954
Imports:						
Fresh beef and veal, lbs.	1,876,484	1,589,357	1,674,093	4,635,677	3,487,468	5,887,936
Receipts, cattle and calves:	1,749,136	1,826,559	1,710,524	6,737,548	7,095,356	6,912,424
Stock and feeder shipments:	247,522	270,910	202,122	877,388	883,923	783,250
Cattle on farms Jan. 1:	62,150,000	59,829,000				
Price per 100 pounds:						
Cattle, average cost for slaughter:	7.76	8.20	7.73	7.12	7.31	7.40
Calves, average cost for slaughter:	8.39	8.70	9.30	8.83	9.06	10.03
At Chicago—						
Cattle, good steers:	10.34	10.64	9.72	10.46	10.92	10.24
Veal calves:	8.67	8.76	9.91	9.70	9.96	11.64
At eastern markets—						
Beef carcasses, good grade:	15.67	16.27	16.30	15.03	15.14	15.50
Veal carcasses, good grade:	16.17	16.00	19.39	17.73	17.97	20.61

## HOGS, PORK AND PORK PRODUCTS

Inspected slaughter, hogs	3,763,134	3,036,716	3,104,656	18,223,534	16,761,618	14,518,695
Carcasses condemned	15,254	12,604	11,058	70,694	61,900	49,423
Average live weight, lbs.	225.83	224.97	240.35	222.32	218.61	226.70
Average dressed weight, lbs.	172.80	171.73	184.91	170.86	165.32	182.62
Total dressed weight (carcass, not including condemned), lbs.	648,144,959	519,350,754	572,037,206	3,080,518,729	2,741,305,396	2,629,745,009
Lard, per 100 pounds live weight, lbs.	16.87	15.59	17.05	16.76	15.82	16.76
Storage:						
Beginning of month—						
Fresh pork, lbs.	211,636,000	218,508,000	129,259,000	169,418,000	104,877,000	101,411,000
Cured pork, lbs.	563,911,000	611,049,000	497,335,000	609,675,000	585,390,000	464,764,000
Lard, lbs.	100,882,000	150,182,000	93,168,000	89,382,000	118,936,000	68,980,000
End of month—						
Fresh pork, lbs.	210,079,000	201,244,000	124,569,000	194,476,000	212,820,000	118,064,000
Cured pork, lbs.	677,452,000	612,943,000	479,229,000	645,528,000	600,483,000	481,567,000
Lard, lbs.	113,022,000	151,499,000	98,365,000	95,300,000	141,554,000	82,951,000
Exports:						
Fresh pork, lbs.	2,679,873	1,879,495	1,100,608	14,534,222	10,896,672	7,150,297
Cured pork, lbs.	55,429,880	35,121,077	33,918,132	201,275,087	200,914,616	159,928,759
Canned pork, lbs.	258,908	196,962	680,553	1,089,034	1,464,012	2,500,677
Sausage, lbs.	1,116,870	1,332,412	746,614	4,372,978	5,092,532	3,297,249
Lard, lbs.	69,989,111	46,017,919	64,919,299	357,326,079	252,289,773	276,302,401
Imports:						
Fresh pork, lbs.	318,306	634,632	458,793	1,047,801	2,174,259	1,611,015
Receipts of hogs:	3,979,302	3,246,740	3,134,543	19,091,548	17,437,235	14,389,683
Stock and feeder shipments:	58,065	40,941	53,603	215,304	165,644	232,909
Hogs on farms January 1:	55,769,000	51,223,000				
Price per 100 pounds:						
Average cost for slaughter:	9.24	12.45	12.40	9.02	11.71	12.31
At Chicago—						
Live hogs, medium weight:	9.44	12.64	12.62	9.16	11.02	12.44
At eastern markets—						
Fresh pork loins, 10-15 lbs.	18.16	23.50	26.08	16.59	20.50	24.00
Shoulders, skinned:	13.56	18.36	20.21	12.92	15.62	19.12
Picnics, 6-8 lbs.	11.73	15.85	18.24	11.20	14.91	17.40
Butts, Boston style:	16.36	22.14	23.60	15.52	19.32	22.69
Bacon, breakfast:	24.07	29.00	28.33	22.48	25.52	28.38
Hams, smoked, 10-12 lbs.	22.79	26.99	29.42	21.57	23.63	26.21
Lard, tierces:	14.19	17.77	15.12	14.27	17.63	15.91

## SHEEP, LAMB AND MUTTON

Inspected slaughter, sheep and lambs	943,871	1,012,142	994,287	3,786,452	3,841,293	4,183,791
Carcasses condemned	963	945	749	4,267	4,075	4,583
Average live weight, lbs.	83.29	84.64	84.77	85.62	85.40	86.94
Total dressed weight (carcass, not including condemned), lbs.	39,453	46,16	40,58	40,31	41,00	41,05
Storage, fresh lamb and mutton:						
Beginning of month, lbs.	3,481,000	2,990,000	3,289,000	3,438,000	2,417,000	2,702,000
End of month, lbs.	3,288,000	1,998,000	2,393,000	3,429,000	2,180,000	2,846,000
Exports, fresh lamb and mutton:	71,782	66,069	71,017	445,817	330,542	205,411
Imports, fresh lamb and mutton, lbs.	298,734	44,116	164,317	1,561,837	250,735	983,050
Receipts of sheep, lbs.	1,445,227	1,540,988	1,362,323	5,807,545	5,890,716	6,230,901
Stock and feeder shipments:	98,593	100,027	123,910	479,919	460,046	451,547
Sheep on farms January 1:	39,300,000	40,748,000				
Price per 100 pounds:						
Average cost for slaughter:	13.29	13.36	13.14	13.77	15.21	13.10
At Chicago—						
Lambs, 84 lbs. down, medium:	14.67	14.62	13.87	14.95	16.18	13.84
prime:	9.09	8.68	8.87	8.70	9.34	9.15
At eastern markets—						
Lamb carcasses, good grade:	25.09	23.64	25.84	24.90	25.87	25.63
Mutton, good grade:	17.48	16.38	17.72	10.47	16.30	16.40

<sup>1</sup> 1923, 1924 and 1925.

<sup>2</sup> Average, not total.

<sup>3</sup> Including reexports.

<sup>4</sup> Public stockyards.

## CHICAGO LIVESTOCK

### RECEIPTS

	Cattle	Calves	Hogs	Sheep
Mon., June 28	24,547	4,199	43,397	22,982
Tues., June 29	10,448	3,329	23,473	12,706
Wed., June 30	10,995	2,655	12,537	14,389
Thurs., July 1	9,885	4,112	22,215	11,127
Fri., July 2	3,027	984	14,633	6,216
Sat., July 3	2,000	500	2,000	1,000

Totals last week	60,602	15,779	119,225	68,420
Previous week	55,986	12,546	119,234	50,298
Year ago	32,095	17,793	102,007	68,951
Two years ago	38,740	20,790	157,477	54,860

### SHIPMENTS

	Cattle	Calves	Hogs	Sheep
Mon., June 28	6,789	12	11,143	448
Tues., June 29	2,483	7	5,806	1,140
Wed., June 30	3,373	7	2,556	2,886
Thurs., July 1	1,831	27	3,353	3,115
Fri., July 2	1,283	16	4,121	2,078
Sat., July 3	200	10	1,500	200

Totals last week	15,959	72	28,379	9,337
Previous week	16,507	336	28,359	8,908
Year ago	12,717	44	40,867	4,619
Two years ago	12,340	58	83,780	14,934

Receipts at Chicago Stock Yards thus far this year to July 3, with comparative totals:

	1926	1925
Cattle	1,505,430	1,414,718
Calves	412,622	488,387
Hogs	3,716,458	4,359,144
Sheep	1,995,209	1,901,354

Combined weekly hog receipts at eleven markets for week ending July 3, with comparisons:

	Week	Year to date
Week ending July 3	465,000	14,085,000
Previous week	468,000	
1925	417,000	17,129,000
1924	437,000	20,912,000
1923	378,000	19,831,000
1922	457,000	15,178,000

Combined receipts at seven markets for the week ending July 3, with comparisons:

	*Cattle	Hogs	Sheep
Week ending July 3	88,000	109,000	42,000
Previous week	119,000	186,000	89,000
1925	121,000	155,000	82,000
1924	100,000	273,000	115,000
1923	117,000	296,000	110,000
1922	108,000	197,000	82,000

Combined receipts at seven points for 1926 to July 3, 1926, with comparisons:

	*Cattle	Hogs	Sheep
1926	5,088,000	12,177,000	5,175,000
1925	4,749,000	14,808,000	4,891,000
1924	4,891,000	17,575,000	4,814,000
1923	4,903,000	16,838,000	5,057,000
1922	4,599,000	12,029,000	4,074,000

\*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts average weight and top and average prices for hogs, with comparisons:

	Number received, lbs.	Average weight, lbs.	Top. Average.	Price, lbs.
*This week	119,300	253	15.00	\$13.60
Previous week	119,234	255	15.00	\$14.10
1925	102,697	240	14.50	\$13.20
1924	157,477	235	7.40	6.90
1923	158,469	240	8.10	7.05
1922	126,726	240	11.00	10.05
1921	121,336	238	9.90	9.20
Av. 1921-1925	133,000	239	8.10	\$ 9.30

\*Receipts and average weights for week ending July 3, 1926, unofficial.

## WEEKLY AVERAGE PRICE OF LIVESTOCK

	Cattle.	Hogs.	Sheep.	Lambs.
*Week ending July 3.	\$ 9.75	\$13.60	\$ 5.50	\$14.95
Previous week	9.70	14.10	5.75	15.55
1925	11.75	13.20	7.15	15.85
1924	9.30	6.90	5.25	14.20
1923	10.05	7.05	6.15	15.05
1922	9.40	10.05	6.50	12.90
1921	7.65	9.20	4.90	10.55



# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## CASH PRICES.

Based on Actual Carlot Trading, Thursday, July 8, 1926.

### Green Meats.

Regular Hams—	
8-10 lbs. ave.	@27 1/4
10-12 lbs. ave.	@27 1/2
12-14 lbs. ave.	@28 1/4
14-16 lbs. ave.	@28 1/2
16-18 lbs. ave.	@24 1/4 @24 1/2
18-20 lbs. ave.	@24 1/4 @24 1/2

Skinned Hams—	
14-16 lbs. ave.	@28
16-18 lbs. ave.	@27 1/2
18-20 lbs. ave.	@27 1/2
20-22 lbs. ave.	@28 1/2
22-24 lbs. ave.	@28 1/2
24-26 lbs. ave.	@25
26-30 lbs. ave.	@24

Picnics—	
4-6 lbs. ave.	@19 1/4
6-8 lbs. ave.	@18
8-10 lbs. ave.	@17 1/4
10-12 lbs. ave.	@17
12-14 lbs. ave.	@16 1/2

Bellies—(square cut and seedless)	
6-8 lbs. ave.	@30 1/4
8-10 lbs. ave.	@29
10-12 lbs. ave.	@28 1/2
12-14 lbs. ave.	@28 1/2
14-16 lbs. ave.	@23 1/2

### Pickled Meats.

Regular Hams—	
8-10 lbs. ave.	@20
10-12 lbs. ave.	@28 1/4
12-14 lbs. ave.	@28 1/4
14-16 lbs. ave.	@28
16-18 lbs. ave.	@27 1/4
18-20 lbs. ave.	@27 1/4

Boiling Hams—(house run)	
16-18 lbs. ave.	@27
18-20 lbs. ave.	@27
20-22 lbs. ave.	@26 1/2

Skinned Hams—	
14-16 lbs. ave.	@20 1/4
16-18 lbs. ave.	@20
18-20 lbs. ave.	@28 1/4
20-22 lbs. ave.	@27 1/2
22-24 lbs. ave.	@26 1/2
24-26 lbs. ave.	@26
26-30 lbs. ave.	@25 1/2

Picnics—	
4-6 lbs. ave.	@19 1/4
6-8 lbs. ave.	@18 1/4
8-10 lbs. ave.	@17 1/4
10-12 lbs. ave.	@17
12-14 lbs. ave.	@17

Bellies—(square cut and seedless)	
6-8 lbs. ave.	@30 1/4
8-10 lbs. ave.	@29
10-12 lbs. ave.	@28 1/2
12-14 lbs. ave.	@28 1/2
14-16 lbs. ave.	@24
16-18 lbs. ave.	@23 1/2

### Dry Salt Meats.

Extra short clears, 25/45.	@17 1/2
Extra short ribs, 35/45.	@17 1/2
Regular plates, 6-8.	@14 1/4
Clear plates, 4-6.	@13 1/4
Jowl butts.	@13 1/4

Fat Backs—	
8-10 lbs. ave.	@12 1/4
10-12 lbs. ave.	@12 1/2
12-14 lbs. ave.	@12 1/2
14-16 lbs. ave.	@13
16-18 lbs. ave.	@13 1/4
18-20 lbs. ave.	@13 1/2
20-25 lbs. ave.	@14

Clear Bellies—	
14-16 lbs. ave.	@20 1/4
16-18 lbs. ave.	@19 1/4
18-20 lbs. ave.	@19 1/4
20-25 lbs. ave.	@18 1/4
25-30 lbs. ave.	@18 1/4
30-35 lbs. ave.	@18 1/4
35-40 lbs. ave.	@18
40-50 lbs. ave.	@17 1/4

## FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, JULY 3, 1926.

Holiday—Board closed.

MONDAY, JULY 5, 1926.

Holiday—Board closed.

TUESDAY, JULY 6, 1926.

	Open.	High.	Low.	Close.
LARD—				
July	16.12 1/2	16.15	16.07 1/2	16.07 1/2
Aug.	16.45	16.45	16.35	16.27 1/2
Sept.	16.45	16.45	16.35	16.37 1/2
Oct.	16.40	16.45	16.32 1/2	16.32 1/2
Jan.	14.35	14.35	14.25	14.25

CLEAR BELLIES—	
July	18.55
Sept.	18.72 1/2
Oct.	18.65
Jan.	18.55

SHORT RIBS—	
July	17.50
Sept.	17.50
Oct.	17.40
Jan.	17.65

WEDNESDAY, JULY 7, 1926.

	Open.	High.	Low.	Close.
LARD—				
July	16.10	16.20	16.10	16.10
Aug.	16.37 1/2	16.50	16.37 1/2	16.27 1/2
Sept.	16.37 1/2	16.50	16.37 1/2	16.37 1/2
Oct.	16.37 1/2	16.45	16.35	16.37 1/2
Jan.	14.25			14.25

CLEAR BELLIES—	
July	18.45
Sept.	18.65
Oct.	18.50

SHORT RIBS—	
July	17.55
Sept.	17.30

THURSDAY, JULY 8, 1926.

	Open.	High.	Low.	Close.
LARD—				
July	15.95	15.97 1/2	15.87 1/2	15.92 1/2
Aug.	16.20	16.30	16.12 1/2	16.15
Sept.	16.20	16.30	16.12 1/2	16.15
Oct.	16.22 1/2	16.22 1/2	16.12 1/2	16.15
Jan.	14.02 1/2	14.15	14.02 1/2	14.12 1/2

CLEAR BELLIES—	
July	18.40
Sept.	18.52 1/2
Oct.	18.45
Jan.	18.47 1/2

SHORT RIBS—	
July	17.00
Sept.	17.00
Oct.	17.12 1/2
Jan.	17.12 1/2

FRIDAY, JULY 9, 1926.

	Open.	High.	Low.	Close.
LARD—				
July	15.80	15.97 1/2	15.80	15.92 1/2
Aug.	16.05	16.07 1/2	16.05	16.10
Sept.	16.02 1/2	16.25	16.02 1/2	16.17 1/2
Oct.	16.02 1/2			16.17 1/2
Jan.				14.12 1/2

CLEAR BELLIES—	
July	18.45
Sept.	18.50
Oct.	18.45
Jan.	18.45

SHORT RIBS—	
July	17.35
Sept.	17.00
Oct.	17.35
Jan.	17.35

## PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zann.)

New York, July 7, 1926.—Wholesale prices on green and S. P. meats are as follows: Pork loins, 34@36c; green hams, 8-10 lbs., 31c; 10-12 lbs., 30c; 12-14 lbs., 29c; green picnics, 4-6 lbs., 21c; 6-8 lbs., 20c; green cl. bellies, 6-8 lbs., 29c; 8-10 lbs., 30c; 10-12 lbs., 28c; 12-14 lbs., 28c; S. P. bellies, 6-8 lbs., 26c; 8-10 lbs., 27c; 10-12 lbs., 26c; 12-14 lbs., 25 1/2c; S. P. hams, 8-10 lbs., 31c; 10-12 lbs., 30c; 12-14 lbs., 30c; 18-20 lbs., 31c; city dressed hogs, 23 1/2c; city steam lard, 16 1/2c; compound, 17@17 1/4c.

## H. G. S.

Packing House White Paint

Harry C. Sargent Paint Co.

502 Mass. Ave., INDIANAPOLIS, IND.

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, July 8, 1926, with comparisons, were as follows:

	Week ending July 8.	Prev. week.	Cor. week. 1925.
Armour & Co.	5,565	8,398	5,125
Anglo-Amer. Prov. Co.	2,183	2,513	3,832
Swift & Co.	6,520	8,773	6,366
G. H. Hammond Co.	3,301	4,467	2,524
Morris & Co.	4,409	6,630	5,433
Wilson & Co.	7,393	6,509	5,934
Boyd-Lunham Co.	3,355	4,029	4,212
Western Pkg. & Prov. Co.	9,447	9,188	6,218
Roberts & Oake	3,435	4,501	3,538
Miller & Hart	3,331	3,716	3,304
Independent Packing Co.	4,870	3,370	2,346
Brennan Packing Co.	5,090	4,870	5,116
Agar Packing Co.	1,997	1,800	900
Total	61,116	68,744	55,468

## CHICAGO RETAIL FRESH MEATS.

### Beef.

	No. 1	No. 2	No. 3.
Rib roast, heavy end.	25	22	13
Rib roast, light end.	24	23	20
Chuck roast	28	20	14
Steaks, round	45	35	20
Steaks, sirloin, first cut.	40	32	22
Steaks, porterhouse	50	37	25
Steaks, flank	28	25	18
Beef stew, chuck	20	18	12 1/2
Corned briskets, boneless	24	22	18
Corned plates	16	13	10
Corned rumps, boneless	25	22	18

### Lamb.

	Good.	Com.
Hindquarters	50	30
Legs	50	35
Stews	20	15
Chops, shoulder	25	25
Chops, ribs and loin	60	30

### Mutton.

Legs	20	..
Stew	19	..
Shoulders	16	..
Chops, rib and loin	35	..

### Pork.

Loins, whole, 8@10 ave.	34	@36
Loins, whole, 10@12 ave.	33	@34
Loins, whole, 12@14 ave.	33	@32
Loins, whole, 14 and over.	28	@30
Chops	35	@40
Shoulders	25	@25
Butts	20	@20
Spareribs	25	@25
Hocks	25	@24
Leaf lard, unrendered	..	@14

### Veal.

Hindquarters	28	@38
Forequarters	18	@24
Legs	24	@35
Breasts	14	@15
Shoulders	12	@12
Cutlets	..	@50
Rib and loin chops	..	@40

### Butchers' Offal

Suet	@6
Shop fat	@3
Bones, per 100 lbs.	@50
Calf skins	@15
Kips	@13
Deacons	@12

## CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, 1. c. l. Chicago.	0 1/2	6 1/2
Double refined saltpetre, gran., 1. c. l.	6 1/2	6 1/2
Crystals	8	7 1/2
Double refined nitrate of soda, f. o. b. N. Y. S. S., carloads.	3 1/2	3 1/2
Less than carloads, granulated.	4 1/2	4
Crystals	5	5
Kegs, 100@150 lbs., 1c. more.	..	..
Boric acid, in carloads, powdered, in bbls.	9	8 1/2
Crystal to powdered, in bbls., in 5-ton lots or more.	9 1/2	9 1/2
In bbls. in less than 5-ton lots.	9 1/2	10
Borax, carloads, powdered, in bbls.	5	4 1/2
In ton lots, gran. or powdered, in bbls.	5 1/2	5
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago	..	\$7.00
Medium, car lots, per ton, f.o.b. Chicago.	..	0.10
Rock, car lots, per ton, f. o. b. Chicago.	..	8.30
Sugar—		
Raw sugar, 96 basis.	..	@4.35
Second sugar, 90 basis.	..	@3.95
Syrup, testing 63 and 65 combined sucrose and invert	..	@31
less (2%)	..	None
Standard granulated f.o.b. refiners (2%)	..	@5.70
Plantation granulated f.o.b. New Orleans.	..	None

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

301 SOUTH LA SALLE STREET

CHICAGO, ILL.

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending July 10.	Cor. week, 1925.
Prime native steers.....	17 1/2 @ 18	18 @ 20 1/2
Good native steers.....	15 1/2 @ 17 1/2	17 @ 18 1/2
Medium steers.....	14 @ 16	16 @ 17
Heifers, good.....	13 @ 15	15 @ 16
Cows.....	10 @ 14	13 @ 14
Hinds quarters, choice.....	24 1/2 @ 25	25 @ 26
Fore quarters, choice.....	15 @ 16	16 @ 17

## Beef Cuts.

Steer Loin, No. 1.....	@ 31	@ 40
Steer Loin, No. 2.....	@ 28	@ 36
Steer Short Loin, No. 1.....	@ 40	@ 47
Steer Short Loin, No. 2.....	@ 35	@ 46
Steer Loin Ends (hips).....	@ 23	@ 30
Steer Loin Ends, No. 2.....	@ 23	@ 30
Cow Loin.....	@ 21	@ 29
Cow Short Loin.....	@ 20	@ 30
Cow Loin Ends (hips).....	@ 17	@ 24
Steer Ribs, No. 1.....	@ 21	@ 28
Steer Ribs, No. 2.....	@ 20	@ 25
Cow Ribs, No. 1.....	@ 17	@ 23
Cow Ribs, No. 2.....	@ 17	@ 20
Cow Ribs, No. 3.....	@ 12	@ 13
Steer Rounds, No. 1.....	17 1/2 @ 18 1/2	@ 20
Steer Rounds, No. 2.....	17 @ 18	@ 19 1/2
Steer Chucks, No. 1.....	@ 12 1/2	@ 13
Steer Chucks, No. 2.....	@ 12	@ 12
Cow Rounds.....	@ 10	@ 10 1/2
Cow Chucks.....	@ 10 1/2	@ 11
Steer Plates.....	@ 10	@ 10 1/2
Medium Plates.....	@ 10	@ 10 1/2
Briskets, No. 1.....	@ 17	@ 18
Briskets, No. 2.....	@ 13	@ 14
Steer Navel Ends.....	@ 8	@ 8
Cow Navel Ends.....	@ 7 1/2	@ 8
Fore Shanks.....	@ 7 1/2	@ 8 1/2
Hind Shanks.....	@ 7 1/2	@ 8 1/2
Rolls.....	@ 20	@ 22
Strip Loin, No. 1, boneless.....	@ 40	@ 45
Strip Loin, No. 2.....	@ 35	@ 40
Strip Loin, No. 3.....	@ 35	@ 40
Sirloin Butts, No. 1.....	@ 30	@ 35
Sirloin Butts, No. 2.....	@ 25	@ 30
Sirloin Butts, No. 3.....	@ 15	@ 20
Beef Tenderloins, No. 1.....	@ 15	@ 18
Beef Tenderloins, No. 2.....	@ 15	@ 18
Beef Tenderloins, No. 3.....	@ 15	@ 18
Beef Tenderloins, No. 4.....	@ 15	@ 18
Beef Tenderloins, No. 5.....	@ 15	@ 18
Beef Tenderloins, No. 6.....	@ 15	@ 18
Beef Tenderloins, No. 7.....	@ 15	@ 18
Beef Tenderloins, No. 8.....	@ 15	@ 18
Beef Tenderloins, No. 9.....	@ 15	@ 18
Beef Tenderloins, No. 10.....	@ 15	@ 18
Beef Tenderloins, No. 11.....	@ 15	@ 18
Beef Tenderloins, No. 12.....	@ 15	@ 18
Beef Tenderloins, No. 13.....	@ 15	@ 18
Beef Tenderloins, No. 14.....	@ 15	@ 18
Beef Tenderloins, No. 15.....	@ 15	@ 18
Beef Tenderloins, No. 16.....	@ 15	@ 18
Beef Tenderloins, No. 17.....	@ 15	@ 18
Beef Tenderloins, No. 18.....	@ 15	@ 18
Beef Tenderloins, No. 19.....	@ 15	@ 18
Beef Tenderloins, No. 20.....	@ 15	@ 18
Beef Tenderloins, No. 21.....	@ 15	@ 18
Beef Tenderloins, No. 22.....	@ 15	@ 18
Beef Tenderloins, No. 23.....	@ 15	@ 18
Beef Tenderloins, No. 24.....	@ 15	@ 18
Beef Tenderloins, No. 25.....	@ 15	@ 18
Beef Tenderloins, No. 26.....	@ 15	@ 18
Beef Tenderloins, No. 27.....	@ 15	@ 18
Beef Tenderloins, No. 28.....	@ 15	@ 18
Beef Tenderloins, No. 29.....	@ 15	@ 18
Beef Tenderloins, No. 30.....	@ 15	@ 18
Beef Tenderloins, No. 31.....	@ 15	@ 18
Beef Tenderloins, No. 32.....	@ 15	@ 18
Beef Tenderloins, No. 33.....	@ 15	@ 18
Beef Tenderloins, No. 34.....	@ 15	@ 18
Beef Tenderloins, No. 35.....	@ 15	@ 18
Beef Tenderloins, No. 36.....	@ 15	@ 18
Beef Tenderloins, No. 37.....	@ 15	@ 18
Beef Tenderloins, No. 38.....	@ 15	@ 18
Beef Tenderloins, No. 39.....	@ 15	@ 18
Beef Tenderloins, No. 40.....	@ 15	@ 18
Beef Tenderloins, No. 41.....	@ 15	@ 18
Beef Tenderloins, No. 42.....	@ 15	@ 18
Beef Tenderloins, No. 43.....	@ 15	@ 18
Beef Tenderloins, No. 44.....	@ 15	@ 18
Beef Tenderloins, No. 45.....	@ 15	@ 18
Beef Tenderloins, No. 46.....	@ 15	@ 18
Beef Tenderloins, No. 47.....	@ 15	@ 18
Beef Tenderloins, No. 48.....	@ 15	@ 18
Beef Tenderloins, No. 49.....	@ 15	@ 18
Beef Tenderloins, No. 50.....	@ 15	@ 18
Beef Tenderloins, No. 51.....	@ 15	@ 18
Beef Tenderloins, No. 52.....	@ 15	@ 18
Beef Tenderloins, No. 53.....	@ 15	@ 18
Beef Tenderloins, No. 54.....	@ 15	@ 18
Beef Tenderloins, No. 55.....	@ 15	@ 18
Beef Tenderloins, No. 56.....	@ 15	@ 18
Beef Tenderloins, No. 57.....	@ 15	@ 18
Beef Tenderloins, No. 58.....	@ 15	@ 18
Beef Tenderloins, No. 59.....	@ 15	@ 18
Beef Tenderloins, No. 60.....	@ 15	@ 18
Beef Tenderloins, No. 61.....	@ 15	@ 18
Beef Tenderloins, No. 62.....	@ 15	@ 18
Beef Tenderloins, No. 63.....	@ 15	@ 18
Beef Tenderloins, No. 64.....	@ 15	@ 18
Beef Tenderloins, No. 65.....	@ 15	@ 18
Beef Tenderloins, No. 66.....	@ 15	@ 18
Beef Tenderloins, No. 67.....	@ 15	@ 18
Beef Tenderloins, No. 68.....	@ 15	@ 18
Beef Tenderloins, No. 69.....	@ 15	@ 18
Beef Tenderloins, No. 70.....	@ 15	@ 18
Beef Tenderloins, No. 71.....	@ 15	@ 18
Beef Tenderloins, No. 72.....	@ 15	@ 18
Beef Tenderloins, No. 73.....	@ 15	@ 18
Beef Tenderloins, No. 74.....	@ 15	@ 18
Beef Tenderloins, No. 75.....	@ 15	@ 18
Beef Tenderloins, No. 76.....	@ 15	@ 18
Beef Tenderloins, No. 77.....	@ 15	@ 18
Beef Tenderloins, No. 78.....	@ 15	@ 18
Beef Tenderloins, No. 79.....	@ 15	@ 18
Beef Tenderloins, No. 80.....	@ 15	@ 18
Beef Tenderloins, No. 81.....	@ 15	@ 18
Beef Tenderloins, No. 82.....	@ 15	@ 18
Beef Tenderloins, No. 83.....	@ 15	@ 18
Beef Tenderloins, No. 84.....	@ 15	@ 18
Beef Tenderloins, No. 85.....	@ 15	@ 18
Beef Tenderloins, No. 86.....	@ 15	@ 18
Beef Tenderloins, No. 87.....	@ 15	@ 18
Beef Tenderloins, No. 88.....	@ 15	@ 18
Beef Tenderloins, No. 89.....	@ 15	@ 18
Beef Tenderloins, No. 90.....	@ 15	@ 18
Beef Tenderloins, No. 91.....	@ 15	@ 18
Beef Tenderloins, No. 92.....	@ 15	@ 18
Beef Tenderloins, No. 93.....	@ 15	@ 18
Beef Tenderloins, No. 94.....	@ 15	@ 18
Beef Tenderloins, No. 95.....	@ 15	@ 18
Beef Tenderloins, No. 96.....	@ 15	@ 18
Beef Tenderloins, No. 97.....	@ 15	@ 18
Beef Tenderloins, No. 98.....	@ 15	@ 18
Beef Tenderloins, No. 99.....	@ 15	@ 18
Beef Tenderloins, No. 100.....	@ 15	@ 18

## Beef Products.

Brains (per lb.).....	10 1/2 @ 11 1/2	8 @ 9
Hearts.....	@ 15	@ 18
Tongues.....	20 1/2 @ 22	20 @ 20
Sweetbreads.....	@ 32	@ 38
Ox-Tail, per lb.....	5 @ 6	@ 6
Fresh Tripe, plain.....	@ 4	@ 4
Fresh Tripe, H. C.....	@ 6 1/2	@ 6 1/2
Livers.....	9 1/2 @ 10 1/2	10 1/2 @ 11 1/2
Kidneys, per lb.....	10 @ 10 1/2	@ 9

## Veal.

Choice Carcass.....	20 @ 22	18 @ 19
Good Carcass.....	@ 17	@ 19
Good Saddle.....	20 @ 20	20 @ 20
Good Backs.....	12 @ 17	6 @ 12
Medium Backs.....	9 @ 11	@ 6

## Veal Products.

Brains, each.....	14 1/2 @ 15 1/2	9 @ 10
Sweetbreads.....	45 @ 50	@ 58
Calf Livers.....	32 @ 37	31 @ 32

## Lamb.

Choice Lamb.....	@ 31	@ 31
Medium Lamb.....	@ 29	@ 29
Choice Saddle.....	@ 35	@ 34
Choice Saddle.....	@ 32	@ 32
Choice Fores.....	@ 23	@ 25
Medium Fores.....	@ 22	@ 21
Lamb Fries, per lb.....	@ 32	@ 32
Lamb Tongues, each.....	@ 13	@ 13
Lamb Kidneys, per lb.....	@ 25	@ 25

## Mutton.

Heavy Sheep.....	@ 18	@ 8
Light Sheep.....	@ 15	@ 15
Heavy Saddle.....	@ 12	@ 12
Light Saddle.....	@ 18	@ 18
Heavy Fores.....	@ 8	@ 17
Light Fores.....	@ 14	@ 13
Mutton Legs.....	@ 20	@ 22
Mutton Loin.....	@ 18	@ 20
Mutton Stew.....	@ 11	@ 8
Sheep Tongues, each.....	@ 13	@ 13
Sheep Heads, each.....	@ 10	@ 10

## Fresh Pork, Etc.

Dressed Hogs.....	@ 25	@ 18
Pork Loin, 8 @ 10 lbs. avg.....	@ 30	@ 30
Hams.....	@ 31	@ 27
Belles.....	@ 29	@ 28
Cams.....	@ 20	@ 18
Skinned Shoulders.....	19 1/2 @ 20	17 @ 18
Tenderloins.....	@ 25	@ 14
Spare Ribs.....	15 @ 16	13 @ 14
Leaf Lard.....	15 1/2 @ 16 1/2	@ 16
Back Fat.....	15 @ 16	@ 22
Butts.....	@ 25	@ 23
Hocks.....	@ 15	@ 12
Tails.....	@ 16	@ 12
Neck Bones.....	8 @ 9	@ 12
Tail Bones.....	@ 12	@ 9
Slip Bones.....	@ 9	@ 6
Blade Bones.....	@ 15	@ 6
Pigs Feet.....	8 @ 9	@ 5 1/2
Kidneys, per lb.....	10 @ 11	@ 9
Livers.....	@ 5	@ 5
Brains.....	17 1/2 @ 18	@ 8
Snouts.....	@ 8	@ 8 1/2
Heads.....	@ 10	@ 13 1/2

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@ 29
Country style sausage, fresh in link.....	@ 21
Country style sausage, fresh in bulk.....	@ 19
Country style sausage, smoked.....	@ 26
Smoked sausage, fresh.....	@ 26
Frankfurts in pork casings.....	@ 20
Frankfurts in sheep casings.....	@ 22
Bologna in beef bungs, choice.....	@ 19
Bologna in cloth, paraffined, choice.....	@ 17
Bologna in beef middles, choice.....	@ 10 1/2
Liver sausage in beef rounds.....	@ 23
Liver sausage in beef rounds.....	@ 16
Head cheese.....	@ 16
New England luncheon specialty.....	@ 30
Swiss luncheon specialty.....	@ 31
Tongue sausage.....	@ 17
Riced sausage.....	@ 19
Pollard sausage.....	@ 19
Sausage.....	@ 18

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@ 54
Cervelat, new condition, in hog bungs.....	@ 24
Cervelat, new condition, in beef middles.....	@ 24
Thuringer Cervelat.....	@ 27
Farmer.....	@ 31
Holsteiner.....	@ 32
B. C. Salami, choice, in hog bungs.....	@ 51
Milano Salami, choice, in hog bungs.....	@ 51
B. C. Salami, new condition.....	@ 27
Crisses, choice, in hog middles.....	@ 45
Genoa style Salami.....	@ 45
Pepperoni.....	@ 45
Mortadella, new condition.....	@ 27
Capicola.....	@ 40
Italian style hams.....	@ 48
Virginia hams.....	@ 52

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$7.00
Large tins, 1 to crate.....	8.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	10.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	9.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	9.00

## SAUSAGE MATERIALS.

Regular pork trimmings.....	12 1/2 @ 13
Special lean pork trimmings.....	20 @ 20 1/2
Extra lean pork trimmings.....	23 @ 23 1/2
Neck bone trimmings.....	@ 16
Pork cheek meat.....	@ 12 1/2
Pork hearts.....	7 @ 8
Fancy boneless ball meat (heavy).....	13 @ 13 1/2
Boneless chucks.....	@ 11 1/2
Shank meat.....	10 1/2 @ 11
No. 1 beef trimmings.....	@ 10 1/2
Beef hearts.....	@ 9
Beef cheeks, trimmed.....	@ 10
Dr. canner cows, 300 lbs. and up.....	8 1/2 @ 8 1/2
Dr. cutters, 400 lbs. and up.....	@ 9
Dr. bologna bulls, 500-700 lbs.....	@ 10 1/2
Beef tripe.....	4 1/2 @ 5
Cured pork tongue (can. trim.).....	@ 18

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

## SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets per tierce, per set	@ 29
Beef rounds, domestic, 140 sets per tierce, per set	@ 30c
Beef rounds, export, 225 sets per tierce, per set	@ 32c
Beef middles, 110 sets, per tierce, per set	@ 31.50
Beef bungs, No. 1, 400 pieces per tierce, per piece	@ 22
Beef bungs, No. 2, 400 pieces per tierce, per piece	@ 15
Beef bungs, No. 3, 400 pieces per tierce, per piece	@ 15
Beef bladders, small, per dozen	@ 1.35
Beef bladders, medium, per dozen	@ 1.65
Beef bladders, large, per dozen	@ 2.00
Hog casings, wide, per lb. f. o. b.	@ 22.15
Hog casings, narrow, per lb. f. o. b.	@ 22.75
Hog middles, without cap, per set	@ 17
Hog middles, with cap, per set	@ 17
Hog bungs, export	@ 23
Hog bungs, medium	@ 20
Hog bungs, small prime	@ 18
Hog bungs, narrow	@ 16



# Retail Section

## Advertising That Pays Retailer Who Uses Originality Gets Best Results

How about your newspaper advertising, Mr. Retailer?

Do you follow the same old style week in and week out, without changing it? Chances are you would find it profitable to run a different kind of an ad once in a while.

A great many retail meat dealers use up their advertising space in the newspapers by simply listing a few meats with their prices and letting it go at that.

### Have Only One Appeal.

When you do that you have only one appeal—price—to get people to patronize you. And the dealer handling a lower grade of meat than you are can quote a lower price in his ads.

Another disadvantage of this type of advertising is that your ad will look very much like all the other meat dealers' ads in the same issue.

One way to make your advertisement stand out from the rest is to adopt a different style, something like one Southern retailer did. He changed the looks of his ad and found that it paid him well!

Read how he did it in the following article.

## Suggestive Butcher Ads

By Russell R. Voorhees

Retail meat dealers' advertising has not changed much for some time. For the most part it consists of lists of different meats together with the prices being asked at the time.

This sort of advertising has undoubtedly produced business, otherwise it would not be continued as long as it has. However, it would seem that a change in copy or style once in a while would be a good thing. Variety is always an interesting thing.

### A Different Kind of Advertising.

One butcher down South felt that way about it, with the result that he discontinued his usual advertising by simply listing meats and their prices. Instead he began to use some suggestive advertising without quoting prices.

This proved to be a very effective method. He used it for a time, and when he felt the need for another change he went back to the other form of copy for a time. In this way he was able to give his advertising the variety it must have if it is to "pull."

The space that this retailer used was not large, it measuring only three inches by two columns. The left hand portion of the ad and a little less than half of the total space of the ad he devoted to a large display of the name of his shop, together with the telephone number. This served

to keep his name and telephone number prominently before the public.

The right hand portion of the copy featured two mythical people, "Miss Quality" and "Miss Price," who were known as the "Serve U Twins," the store being known as the "Serve U Market." Their names were given a prominent position in the main portion of the ad copy.

### Making Suggestions to Consumers.

In each piece of copy they would suggest something for some definite meal. One day it would be suggestions for "Tonight's Supper." On another day it might

## SERVE U MARKET

PHONE 206

Miss Quality and Miss Price, the  
the Serve U Twins, suggest:

**FOR  
SUNDAY DINNER**

Prime Rib Roast  
Veal Roast  
Chickens for Roasting

### AN AD THAT "PULLED" WELL.

This is the ad one meat retailer got up to use instead of the usual list of meats and their prices. He found it paid him well to change his style like this.

be suggestions for "Sunday Dinner," and so on.

The meal that the suggestions were made for was always featured in very bold and rather large size type. In this way the attention of the housewife who was looking through the paper would be caught by something she was already beginning to think about and plan for.

Following this there were two or three suggestions. Generally three suggestions were used, which were displayed in bold

## Straight Talks to Retailers

The retail meat trade is just beginning to find out "What's the Matter with the Meat Business?"

It is "taking a tumble to itself!"

It is discovering the difference between a "butcher" and a "meat merchant."

It has been told some very plain truths during the past year or two about its faults and their remedies.

And it likes the medicine!

One of those who have talked "straight from the shoulder" is W. C. Davis, of the U. S. Department of Agriculture, who has studied retail meat trade conditions all over the United States, and whose report in 1925 created a sensation. It also made him one of the most popular men who ever addressed a retailers' convention.

Mr. Davis is writing a series of "Straight Talks to Retailers" for readers of THE NATIONAL PROVISIONER. The next will appear in an early issue. Watch for it.

type with plenty of white space around them.

This copy, a change from the usual sort of butcher copy, proved to be very attractive and productive of good business. It suggested to the housewife definite meats for definite meals in a manner that was not offensive nor unpleasant. In addition it refrained from talking price, which is often a good thing to do, especially when meats are high.

## Tell This to Your Trade!

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

### A DIFFERENT VEAL DISH.

The following recipe shows originality, and makes a delicious meat dish. It is taken from "Meat for the Family," published by the National Live Stock and Meat Board.

Cut 2 lbs. of veal steak into pieces for serving. Roll in flour, sprinkle with salt and set to cook in hot fat tried out of pork. When the veal is browned on one side, turn to brown the other side; then remove the meat to a casserole.

In the hot fat brown 2 slices of onion, add 2 cups of cold water and stir until water boils rapidly. Pour over the meat, cover and set in a slow oven for 1 hour.

Remove the meat to a serving dish, thicken the liquid (1½ tablespoons of flour to each cup). Add 1½ cups of cooked diced celery and pour over the veal. Garnish with slices of orange and hearts of uncooked celery.

### NEWS OF THE RETAILERS.

Chas. Schmidt will shortly open his meat and grocery business at Plummer, Minn.

Emil Christian has purchased the meat business of Christ Sather at Westby, Wis.

Todd Yock has sold his meat market at Cushing, Ia., to Clarence Cooch and Clarence Anfinson.

Frank Scott has sold his meat market at Wagner, S. D., to Tom Harney.

C. E. Bollom has purchased the meat business of C. E. Van Wormer at Owen, Wis.

C. F. N. Deetjen has purchased the Sanitary Meat Market, Clay Center, Kansas, from Albert Benignus.

Carl Anderson has purchased the meat market of Fillebeck & Bahr at Beemer, Neb.

Bud Ward and Ed. Harbert have purchased the meat market of Mrs. L. Mourning at Green Forest, Ark.

Robt. Brundage will engage in the meat business at Pittsburg, Kans., it is reported.

The City Meat Market at Leslie, Ark., was badly damaged by fire recently.

The meat market and grocery at Benton, Ark., was recently damaged by fire.

W. H. Light and Peter Pierce have purchased the meat and grocery business at Newton, Ia.

The meat market of Richard Beier, Dassel, Minn., was damaged by fire recently.

Cyril Van Rebaas has disposed of his meat business at Hendricks, Minn., to Willis and Engbretson.

The meat market at Rockford, Minn., was recently destroyed by fire.

A. W. Herron will open a new meat market in the Cash and Carry Store at Fort Lupton, Colo.

G. W. Boyce has disposed of his meat



business at Kensington, Kas., to J. H. Hill.

Lathrop Postlethwaite will open a modern meat market at Natchez, Miss., it is reported.

N. J. Thomas recently sold the Sanitary Meat Market, Limon, Colo., to M. Borst. Puckett and Helms, Inc., Winchester, Ind., recently incorporated with a capital stock of \$50,000. They will conduct a retail meat market.

A. F. Thurman has sold his meat business at Montrose, Ark. to Lewis Breazeale.

The meat market at Enid, Okla., was recently damaged by fire.

Charles McDonald, whose meat market and grocery in Watonga, Okla., was recently destroyed by fire, has purchased the market and grocery of D. C. Shamburg in the same town.

A new meat market and grocery has been opened in Summitville, Tenn., by Thomas McBride and O. E. Hoover.

A new meat market has been opened in LaCenter, Ky., by G. W. Scott & Son.

Joseph H. Gornik is soon to open a new meat market and grocery in Hartshorne, Okla.

The City Meat Market in Starkville, Miss., has been sold to David Hartness.

James Smith has sold his City Meat Market in Logansport, Ky., to J. W. Caraway.

A new meat market has been opened in Channing, Tex., by C. L. Dobbs.

Emos S. Russell has opened a new meat market in Roseland, La.

Frank Scott has sold his meat market in Wagner, S. D., to T. M. Harney.

A new meat market has been opened in Tuttle, N. D., by E. H. Keenan and son.

S. L. Halverson and R. E. Wright have sold their Palace Meat Market in Brooklyn, Ia., to Samuel Holland.

James Runger has sold his meat market in Waubun, Minn., to M. C. Johnson and R. Sulerud.

A new meat market has been opened in Sparta, Wis., by Jason Brendum.

H. A. Habighorst has sold his meat market in DePere, Wis., to E. K. Olsen.

Oscar Priddy has purchased the butcher shop of R. D. Thomas in Kanapolis, Kas.

The Clarence Saunders Co. has opened a meat market and grocery in Ardmore, Okla.

John Seabeck has sold his meat market in Rockville, Neb., to Joe Holacek.

The Star Market has been opened in Franklin, Neb.

C. J. Sandlin has purchased the meat market of H. H. Beeler & Son, Beaver City, Neb.

Wilbur Frazier has opened a meat market in Missouri Valley, Ia.

The meat market of G. C. Borellini, 308 E. 14th St., Reno, Nev., has been damaged by fire.

L. Kirchan has purchased an interest in the Eaton Meat Market, Oroville, Wash.

D. H. Klima has purchased an interest in the meat market of M. Thomas, Meridian, Ia.

J. W. Wall has purchased the meat and grocery business of Jos. W. Anderson in Richmond, Mont.

W. J. Buorger has purchased the Public Cash Market in Bayfield, Wis.

Sylvester Schneider has purchased the meat market of Rusch & Krueger in Schawano, Wis.

H. S. B. Andomer and Harry Johnston have purchased the McDonald Cash Market in Lincoln, Neb.

Knud Jensen has purchased the interest of his partner, Floyd Campbell, in the Palace Meat Market, Weeping Water, Neb.

L. E. Thompson has purchased the meat and grocery business of E. B. Lowe, Marietta, Okla.

Robert Brundage has moved his meat market to Pittsburg, Kas., from Cherokee, Kas.

Clifford Simons is opening a meat market in Garland, Kas.

## It Runs in the Family

I—The Anselms

This is the first of a series of stories about butcher families, the kind that established the master butcher craft in the position of honor it formerly occupied, and of which there are too few left today.

The complaint is often heard that the retail meat business isn't what it used to be; that it has fallen into the hands of carpenters instead of butchers. One of the reasons for this is that too many of the younger generation have drifted out of the business, apparently not regarding it as a craft in which to take pride.

If there were more left like the Anselm family of New York this complaint would not be heard so often.



AN HONOR TO THE CRAFT

The Anselms, a real family of master butchers, including the mother. From left to right: August Anselm, mother Franziska Anselm, George Anselm and William Anselm.

Here is Mrs. Franziska Anselm, who has lived on Staten Island for the past 55 years, and who took her place in the shop for more than 25 years. She doesn't have to do it now, at the age of 80 years, as she has three sons in the business. But she still goes to the market and cuts her own meat for home use and for any needy cases she hears about, as she is very active in charitable work.

Two of her sons, August and William, now conduct the family business at Stapleton, S. I., and a third son, George, has his own market at Broadway & 100th St., Manhattan. George and August are active members of Ye Olde New York Branch, United Master Butchers.

Another event was chronicled in the Anselm family when on June 13th Mr. and Mrs. August Anselm celebrated the 25th anniversary of their wedding. On the occasion of the silver anniversary, which was celebrated at the Van Duzen Club in Stapleton, S. I., there were more than fifty guests present. None, however, was more active than Mrs. Anselm, Sr., who was in good spirits, telling stories and enjoying the dancing which followed.

The picture reproduced here shows Mrs. Anselm and her three sons, all actively engaged in the meat business, and was

taken on the day of the silver celebration.

Do you know any more families like this? If you do, write about them to the Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

## USING LEFT-OVER BEEF.

The housewife who wishes she knew of a different way to serve left-over beef will be glad to hear about this recipe. It makes a tasty and economical dish.

Slice 2 small onions, 1 apple and 2 stalks of celery very fine; cook in about 3 tablespoons of hot butter. Sprinkle 1 tablespoon of curry powder over the dish, add the juice of half a lemon and turn in a few slices of rare roast beef of left-over beef steak cut very thin, with 1 cup of beef gravy or thickened beef stock. Simmer 20 minutes and serve with hot seasoned rice.

## Can You Answer? the Most Important Questions in the Re- tail Meat Business?

IF YOU PAY 14c for a side of beef, what should be the Selling price on Round, Sirloin or Chuck Steak or on any other cut so as to give you 25% GROSS PROFIT? (20% for overhead and 5% net profit.)

CAN YOU ANSWER THIS CORRECTLY?

Let the Retailer Ready Reference answer it for you—take guess work out of your business—sell at Right Prices and know what you are doing.

The Retailer Ready Reference Charts show practically all cuts of meats in 31 charts, all figured out as to different percentages, costs and at a selling price to yield 25% on the sales price and on the cost price, and besides the total is also given.

## All Figured Out for You

It has required years of compiling by an experienced practical retailer. Although cuts and percentages vary as to locality, grade of meat or method of cutting, the total result should not vary.

By using these 31 charts in your business you will discover that it is profitable to use a pencil once in a while instead of knife and cleaver.

The price of these 31 charts is so low that you can't afford not to have them.

Sent anywhere upon receipt  
of \$5.00

For sale by

**THE NATIONAL PROVISIONER**  
Old Colony Bldg. Chicago, Ill.

# New York Section

Philip Reid, treasurer of Armour and Company, Chicago, was in New York during the week.

Mr. Boyd, of the New Zanesville Provision Co., Zanesville, Ohio, was in New York for a few days this week.

William J. Grace, superintendent of the Jersey City plant of Armour and Company, is on a two weeks' vacation.

A. McKenzie and S. Daniels, Armour and Company, Chicago, are visiting the New York and Jersey City plants.

O. W. Oberg, of the George A. Hormel Company, Austin, Minn., with Mrs. Oberg, spent a few days in New York this week.

T. G. Lee, vice-president of Armour and Company, Chicago, was in New York for a few days last week, looking over the old familiar ground.

Arthur Burck, who is in charge of his father's Prospect Park store, took a Fourth of July week-end vacation, motor-ing with four friends up to Atlantic Highlands.

The many friends in the trade of F. C. Rogers, the Philadelphia and New York broker, will be glad to learn that, although he is still in the hospital, he is well on the road to recovery.

David Barron, assistant superintendent

of the New York Butchers' Dressed Meat Company, is starting a three weeks' vacation next Monday. Mr. Barron will probably go west to visit his old home in Chicago.

W. A. Lynde, vice-president, Wilson & Company, New York, took advantage of the Fourth of July holidays to take Mrs. Lynde away. They left the latter part of the week for Maine, where Mrs. Lynde will remain for the summer.

Ben Hormel, vice-president, George A. Hormel & Company, Austin, Minn., and E. S. Selby, of Jacob E. Decker & Sons, Mason City, Iowa, with their wives are on an Eastern tour. They stopped in New York for a few days last week.

The friends of William Kramer, vice-president of Kramer Brothers, are congratulating him upon his escape from death on June 26th. On that day the car which Mr. Kramer was driving was hit by a taxi with such force that he was thrown forward in such a manner that his head went through the windshield. Mr. Kramer sustained a number of cuts and bruises about the head and face, and the car was a total wreck.

The only meeting of the Bronx Branch, New York State Association of Retail Meat Dealers, during the month of July will be held on next Wednesday evening, July 14th. Business Manager Fred Hirsch expects one of those real Bronx affairs, as

there will be a double celebration. Mike Roth and William Landgrebe, active members of the branch, will have a birthday on that date and anticipate spending it and having a good time with the boys.

Frank Kunkel, the only son of Mr. and Mrs. Frank Kunkel, was married on June 27th in Christ Lutheran church on 153rd Street, Manhattan. The bride was Miss Elsa Adeline Dullin. Mr. Kunkel, Sr., is vice-president of the Washington Heights Branch, and Mrs. Kunkel is an active member of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers. Mr. Kunkel, Jr., is engaged in the meat business with his father.

At the annual meeting of the stockholders of the Master Butchers' Laundry Association, held on Tuesday evening of this week, the following board of directors was elected: J. Bartunek, L. Bender, A. Danzeiger, J. Freeman, T. Grant, Philip Gerard, A. D. Haft, L. Hirsch, G. Shaer, H. Shaer and E. Tabek. There were reports of the various committees. Due to the good management of the business during the last year the financial report showed a profit. The majority of the stockholders were in favor of this being held as a surplus or emergency fund until 1928. However, definite action as to whether it be used in this manner, or a dividend declared, was left to the discretion of the board of directors. The directors will hold a meeting on Monday evening, at which time officers will be elected.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, July 8, 1926, as follows:

Fresh Beef:		CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (Hvy. Wt., 700 lbs. up):					
Choice		\$15.00@16.50	\$15.50@18.00	\$16.00@17.50	\$16.50@17.00
Good		14.00@15.00	15.00@15.50	15.50@16.50	16.00@16.50
STEERS (Lt. & Med. Wt., 700 lbs. down):					
Choice		16.00@17.50		16.50@18.00	17.50@18.00
Good		15.00@16.00		15.50@17.00	16.50@17.50
STEERS (All Weights):					
Medium		13.00@14.50	13.00@15.00	11.50@14.50	14.00@15.50
Common		12.00@13.00	11.50@13.00	10.00@11.00	10.50@13.00
COWS:					
Good		13.00@14.00	13.00@13.50	12.50@14.00	13.00@14.00
Medium		11.50@13.00	11.50@13.00	11.50@12.50	12.00@13.00
Common		10.50@11.50	10.50@11.50	10.00@11.50	10.00@11.50
Fresh Veal (1):					
VEALERS:					
Choice		20.00@22.00		22.00@25.00	21.00@22.00
Good		18.00@20.00		20.00@22.00	19.00@21.00
Medium		15.00@18.00	16.00@17.00	18.00@21.00	16.00@18.00
Common		13.00@15.00	15.00@16.00	16.00@18.00	
CALF CARCASSES (2):					
Choice				10.00@22.00	18.00@19.00
Good				18.00@20.00	16.00@18.00
Medium		14.00@15.00	14.00@16.00	15.00@17.00	15.00@16.00
Common		13.00@14.00	12.00@14.00	14.00@16.00	
Fresh Lamb and Mutton:					
LAMB (30-42 lbs.):					
Choice		30.00@32.00	30.00@31.00	28.00@30.00	29.00@31.00
Good		27.00@30.00	28.00@30.00	26.00@28.00	27.00@29.00
LAMB (42-55 lbs.):					
Choice					
Good					
LAMB (All Weights):					
Medium		24.00@27.00	25.00@28.00	25.00@26.00	24.00@26.00
Common		19.00@24.00	21.00@25.00	24.00@26.00	20.00@23.00
MUTTON (Rews):					
Good		11.00@13.00	15.00@17.00	13.00@15.00	14.00@15.00
Medium		9.00@11.00	13.00@15.00	12.00@13.00	13.00@14.00
Common		8.00@9.00	10.00@13.00	10.00@12.00	10.00@12.00
Fresh Pork Cuts:					
LOINS:					
8-10 lb. av.		29.00@31.00	28.00@29.00	28.00@30.00	28.00@30.00
10-12 lb. av.		27.00@29.00	27.00@28.00	26.00@28.00	26.00@28.00
12-15 lb. av.		24.00@26.00	25.00@27.00	24.00@26.00	
15-18 lb. av.		19.00@21.00	22.00@24.00	21.00@23.00	22.00@23.00
18-22 lb. av.		18.00@19.00	20.00@22.00	19.00@22.00	19.00@21.00
SHOULDER:					
N. Y. Style: Skinned		19.00@21.00		20.00@22.00	20.00@22.00
PICKS:					
4-6 lb. av.			20.00@22.00		
6-8 lb. av.			19.00@21.00	19.00@20.00	19.00@20.00
BUTTS: Boston Style		23.50@25.00		25.00@27.00	25.00@27.00
SPARE RIBS: Half Sheets		14.00@16.00			
FRIMMINGS:					
Regular		12.50@13.50			
Lean		21.00@23.00			

(1) Includes "skin on" at New York and Chicago.

(2) Includes sides at Boston and Philadelphia.

## COLD STORAGE CONCERNS GROW.

Under a mortgage to the Central Union Trust Co., in the sum of \$5,000,000, the Manhattan Refrigerating Co. is issuing \$2,000,000 first mortgage sinking fund gold bonds, series A, 5½ per cent, due July 1, 1941. These bonds are secured by real estate and in the opinion of counsel, are legal investment for trust funds in New York. They were purchased by E. H. Rollins & Sons, Arthur Perry & Co. and Tucker, Anthony & Co., of New York and Boston.

Through this issue the Manhattan Refrigerating Co. retires real estate mortgages, secures additional real estate under option and contract, and is supplied funds to continue its active building program to meet the constant demand from customers for increased refrigerated space, and to accommodate merchants moving into the West Washington, Gansevoort and West 14th Street, market area.

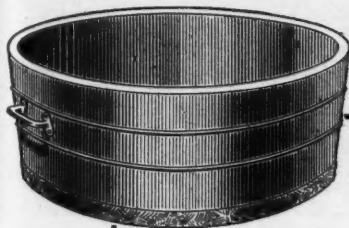
This company and its affiliated companies, the Union Terminal Cold Storage Co., Inc., and Kings County Refrigerating Co., have constructed twelve new buildings in the past 12 years. In the management of this progressive cold storage organization the president, T. A. Adams, is ably assisted by his brother, R. A. Adams, and by his two sons, recently graduated from college, T. A. Adams, Jr., and John Quincy Adams.

## NEW YORK LIVESTOCK.

Receipts of livestock at New York for week ending July 3, 1926, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,032	10,511	6,098	42,029
New York	4,040	1,370		4,877
Central Union	1,177	3,337	13,837	480
Total	9,249	15,218	20,035	47,386
Previous week	8,530	15,992	20,181	44,331
Two weeks ago	8,406	15,455	21,345	45,562





## A Sturdy Long-Lived Butchers' Tub

**For handling  
Sausage, Fresh Meat, Tripe, etc.**

Made of everlasting Virginia White Cedar, the best known wood for resisting the action of brine. Although light they are very strong and durable, being bound with electric welded wire hoops—Galvanized. Have non-breakable wrought steel handles, which are securely riveted on the tubs. The bottoms are of flush type with hard wood runners, fastened with rust proof bolts.

Can be purchased at Butcher Supply Houses.

(Size) Number	0	00	1	2
Weight, each (lbs.)	.29	.28	.23	.16
Inside top diam. (in.)	28	23 3/4	24	21 1/2
Inside bottom diam. (in.)	25 1/2	20	21 1/2	19 1/2
Inside depth (in.)	13 1/2	12 1/2	11 1/2	10
Capacity in gallons	.33	.22	.20	.15

**Richmond Cedar Works**  
Manufacturers for 55 years  
Richmond, Virginia

## Increase Your Sausage Sales

by the use of

## Perfection Sausage Molds

**Sausage Mold Corporation, Inc.**

918 E. Main St.

Louisville, Ky.

## A. C. Wicke Mfg. Co.

### Cold Storage Installations

of Every Description

Special attention given to cork and cement refrigerators  
Reliable Butcher Fixtures and Supplies

### NEW YORK CITY

Salesrooms:  
207 East 43rd St.

Main Office and Factory:  
406 East 108th St.  
Phone Atwater 0880 for all Branches

Bronx Branch:  
739 Brook Ave.



Operating 204 Meat Markets in Brooklyn and throughout Long Island, offers wonderful opportunities to live-wire men. Must understand meat merchandising.

Main Office:

Metropolitan and Flushing Aves.,  
BROOKLYN, N. Y.

For Sausage Makers

## BELL'S

Patent Parchment Lined

## SAUSAGE BAGS

and

## SAUSAGE SEASONINGS

For Samples and Prices, write

**THE WM. G. BELL CO.**  
BOSTON MASS.

IMITATION MEATS  
For window and counter display

All  
kinds  
fresh  
and  
smoked  
meats



perfect  
in  
every  
detail

306

**REPRODUCTIONS CO.**  
15 Walker St. New York, N. Y.

*In Spices, too, the Best Is The Cheapest*

## J. K. LAUDENSLAGER, Inc.

612-14-16 W. York St.

Philadelphia, Pa.

Importers **SPICES** Grinders

**Butchers Mills Brand**

*40 years reputation among packers for quality*



# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, top.....	@10.75
Cows, canners and cutters.....	3.30@ 4.50
Bulls, cutter.....	6.25@ 6.75

## LIVE CALVES.

Calves, choice.....	15.00@15.50
Calves, culls, per 100 lbs.....	8.50@10.00

## LIVE SHEEP AND LAMBS.

Lambs, top.....	@16.00
Sheep, bulk.....	5.00@ 7.00

## LIVE HOGS.

Hogs, heavy.....	14.75@14.85
Hogs, medium.....	15.25@15.40
Hogs, 160 lbs.....	15.25@15.40
Hogs, 140 lbs.....	15.25@15.40
Pigs, under 80 pounds.....	15.50@15.75
Roughs.....	11.00@11.75
Good Roughs.....	@12.00

## DRESSED HOGS.

Hogs, heavy.....	@22½
Hogs, 180 lbs.....	@23
Hogs, 160 lbs.....	@23½
Pigs, 60 lbs.....	@24½
Pigs, under 140 lbs.....	@23½

## DRESSED BEEF.

### CITY DRESSED.

Choice, native, heavy.....	18 @19
Choice, native, light.....	18 @19
Native, common to fair.....	17 @17½

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	16 @17
Native choice yearlings, 400@600 lbs.....	16½ @18
Western steers, 600@800 lbs.....	15 @16
Texas steers, 400@600 lbs.....	12 @14
Good to choice heifers.....	15½ @16½
Good to choice cows.....	13 @14½
Common to fair cows.....	11 @13
Fresh bologna bulls.....	11 @12

## BEEF CUTS.

	Western.	City.
No. 1 ribs.....	22 @23	23 @25
No. 2 ribs.....	18 @20	20 @22
No. 3 ribs.....	@16	18 @19
No. 1 loins.....	20 @20	28 @30
No. 2 loins.....	25 @27	25 @27
No. 3 loins.....	22 @24	23 @24
No. 1 hinds and ribs.....	20½ @24	20½ @24
No. 2 hinds and ribs.....	19½ @20	19½ @20
No. 3 hinds and ribs.....	19½ @20	19½ @20
No. 1 rounds.....	@18	17 @18
No. 2 rounds.....	@16	17 @18
No. 3 rounds.....	@14	@16
No. 1 chucks.....	12 @13	13 @14
No. 2 chucks.....	11 @12	12 @13
No. 3 chucks.....	0 @10	@11
Bolognas.....	@ 6	12½ @13½
Rolls, reg., 6@8 lbs. avg.....	22 @23	
Rolls, reg., 4@6 lbs. avg.....	17 @18	
Tenderloins, 4@5 lbs. avg.....	@ 60	@ 70
Tenderloins, 5@6 lbs. avg.....	@ 80	@ 90
Shoulder clods.....	10 @11	

## DRESSED CALVES.

Prime.....	21 @23
Choice.....	19 @20
Good.....	16 @18
Medium.....	13 @15

## DRESSED SHEEP AND LAMBS.

Lambs, choice, spring.....	20 @31
Good lambs.....	27 @28
Lambs, poor grade.....	23 @26
Sheep, choice.....	15 @17
Sheep, medium to good.....	13 @14
Sheep, culls.....	11 @12

## SMOKED MEATS.

Hams, 6@10 lbs. avg.....	36 @37
Hams, 10@12 lbs. avg.....	35 @35
Hams, 12@14 lbs. avg.....	34 @35
Picnics, 4@6 lbs. avg.....	24 @25
Picnics, 6@8 lbs. avg.....	23 @24
Bellottes, 6@8 lbs. avg.....	24 @25
Beef, tongue, light.....	27 @28
Beef tongue, heavy.....	29 @30
Bacon, boneless, Western.....	32 @33
Bacon, boneless, city.....	29 @30
Pickled bellies, 10@12 lbs. avg.....	24 @25

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.....	20 @30
Pork tenderloins, fresh.....	45 @50
Pork tenderloins, frozen.....	30 @35
Shoulders, city, 10@12 lbs. avg.....	22 @23
Shoulders, Western, 10@12 lbs. avg.....	21 @22
Butts, boneless, Western.....	30 @31
Butts, regular, Western.....	25 @26
Hams, city, fresh, 6@10 lbs. avg.....	31 @32
Hams, Western, fresh, 10@12 lbs. avg.....	31 @32
Picnic hams, Western, fresh, 6@8 lbs. avg.....	20 @21
Pork trimmings, extra lean.....	24 @25
Pork trimmings, regular 50% lean.....	15 @16
Spare ribs, fresh.....	16 @17
Leaf lard, raw.....	16 @17

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.....	85.00@100.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.....	@ 75.00
Black hooft, per ton.....	45.00@ 50.00
Striped hooft, per ton.....	45.00@ 50.00
White hooft, per ton.....	@ 85.00
Thigh bones, avg. 85 to 90 lbs. per 100 pieces.....	@100.00
Horns, avg. 7½ oz. and over, No. 1s.....	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s.....	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s.....	200.00@225.00

## FANCY MEATS.

Fresh steer tongues, untrimmed.....	@28c a pound
Fresh steer tongues, 1 c. trim'd.....	@38c a pound
Sweetbreads, beef.....	@70c a pound
Sweetbreads, veal.....	1.00 a pair
Beef kidneys.....	@16c a pound
Mutton kidneys.....	@ 8c each
Livers, beef.....	@20c a pound
Oxtails.....	@12c a pound
Hearts, beef.....	@10c a pound
Beef hanging tenders.....	@20c a pound
Lamb fries.....	@10c a pair

## BUTCHERS' FAT.

Shop fat.....	@ 2½
Breast fat.....	@ 4
Edible suet.....	@ 6
Cond. suet.....	@ 4½
Bones.....	@20

## SPICES.

	Whole.	Ground.
Pepper, white.....	37 40	
Pepper, black.....	27 30	
Pepper, Cayenne.....	12 19	
Pepper, red.....	21	
Allspice.....	17 20	
Cinnamon.....	13 16	
Coriander.....	6 9	
Cloves.....	28 33	
Ginger.....	20	
Mace.....	1.15 1.25	
Nutmeg.....	54	

## GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 Veals.....	1.8	2.00	2.05	2.25	3.00
Prime No. 2 Veals.....	1.6	1.80	1.90	2.00	2.75
Buttermilk No. 1.....	1.15	1.05	1.70	1.90	...
Buttermilk No. 2.....	1.13	1.45	1.45	1.65	...
Branded grubby.....	1.0	1.05	1.05	1.25	1.55
Number 3.....	At Value				

## CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls. per lb.
Double refined saltpetre, granulated.....	6½c	6½c
Double refined saltpetre, small crystal.....	7½c	7½c
Double refined large crystal saltpetre.....	8½c	8½c
Double refined nitrate soda, granulated.....	4½c	4c
In 25 barrel lots:		
Double refined saltpetre, granulated.....	6½c	6c
Double refined saltpetre, small crystal.....	7½c	7½c
Double refined saltpetre, large crystal.....	8½c	8c
Double refined nitrate soda, granulated.....	4c	3½c
Carload lots:		
Double refined saltpetre, granulated.....	6c	5½c
Double refined nitrate soda, granulated.....	3½c	3½c

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—fresh—dry packed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.....	@ 32
Western, 55 to 59 lbs. to dozen, lb.....	@ 32
Western, 43 to 47 lbs. to dozen, lb.....	@ 29
Western, 36 to 42 lbs. to dozen, lb.....	@ 28
Western, 30 to 35 lbs. to dozen, lb.....	@ 27
Fowls—fresh—dry packed—prime to fcy.—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.....	@ 34
Western, 55 to 59 lbs. to dozen, lb.....	@ 34

Western, 43 to 47 lbs. to dozen, lb.....	@ 31
Western, 36 to 42 lbs. to dozen, lb.....	@ 30
Western, 30 to 35 lbs. to dozen, lb.....	@ 29

Fowls—frozen—dry packed—prime to fcy.—12 to box:	
Western, 60 to 65 lbs., lb.....	@ 37
Western, 55 to 59 lbs., lb.....	@ 39
Western, 43 to 47 lbs., lb.....	@ 36
Western, 30 to 35 lbs., lb.....	@ 35

Ducks—	
Long Islands, No. 1, bbls.....	@ 26

Squabs—	
Prime, white, per lb.....	60@ 65
Prime, dark, per dozen.....	2.50@3.50

## LIVE POULTRY.

Fowls, colored, per lb., via express.....	@ 26
Ducks, via express.....	@ 25
Geese, swan, via freight or express.....	@ 13
Pigeons, per pair, via freight or express.....	@ 45
Guineas, per pair, via freight or express.....	@ 1.00

## BUTTER.

Creamery, extras (92 score).....	40½@41
Creamery firsts (90 to 91 score).....	39 @40½
Creamery, seconds.....	35 @36½
Creamery, lower grades.....	34 @34½

## EGGS.

Extras, per dozen.....	32 @33½
Extra firsts.....	30 @31½
Firsts.....	28½ @29½
Checks.....	24 @26½

## FERTILIZER MATERIALS.

### BAISIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, f.o.b. works, per 100 lbs.....	@2.50
Ammonium sulphate, double bags, per 100 lbs., f.a.s. New York.....	@2.55
Blood, dried, 15-16% per unit.....	@4.00
Fish scrap, dried 11% ammonia, 15% B. P. L., bulk, f.o.b. fish factory.....	3.80@ 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.....	4.00@ 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory.....	3.50@ 50c
Soda Nitrate, in bags, 100 lbs. spot.....	@2.45
Soda Nitrate, in bags, Late July.....	@2.33
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....	4.25@10
Tankage, unground, 9@10%, ammonia.....	3.50@10

#### Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton.....	@33.00
Bone meal, raw, 4½ and 50 bags, per ton.....	@36.50
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.....	@ 9.60

#### Fats.

Manure salt, 20% bulk, per ton.....	@11.00
Kainit, 12.4% bulk, per ton.....	@ 8.00
Muriate in bags, basis 80%, per ton.....	@32.50
Sulphate in bags, basis 80%, per ton.....	@43.00

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending July 10, 1926:

	June	25	26	28	29	30	July 1
Chicago.....	38½	38	38	38½	38½	38½	38½
New York.....	41½	41	41	41	41	41	41
Boston.....	41½	41½	41½	41½	41½	41½	41½
Philadelphia.....	42	42	42	42	41½	41½	41½

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

	39½	39	39	39½	38½	39
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## Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—1926.
Chicago.....	56,713	64,874	62,411	1,602,179
New York.....	75,204	77,046	78,868	1,825,096
Boston.....	28,163	30,868	24,009	620,317
Philadelphia.....	23,111	26,064	20,541	563,874

Total.....183,251 199,752 186,009 4,701,466

## Cold storage movement (lbs.):

	In July 1.	Out July 1.	On hand July 2.	Same week day last year.
Chicago.....	445,204	10,209	20,452,223	16,758,872
New York.....	350,821	52,937	12,826,143	8,326,262
Boston.....	218,944	48,401	6,706,868	5,964,499
Philadelphia.....	89,722	27,271	4,887,155	3,419,306
Total.....	1,104,591	138,818	44,872,389	34,468,939

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